



## AMWAY EARNINGS DISCLOSURE STATEMENT

**Date of Issue: 31st March 2016.**

Amway is committed to providing earnings disclosure information to actual and prospective ABOs to help them to assess the business opportunity.

The data set out below covers the period October 2015 to September 2016 inclusive ("the Specified Period") and the methodology has been verified to ensure accuracy. All figures are based on ABOs in the UK and Republic of Ireland registered with Amway during the Specified Period.

All monetary values are in Pounds Sterling unless otherwise denoted. All earnings in Euro values were converted to Pounds Sterling using the exchange rate applicable for the month the data was extracted.

### RETAIL CONSULTANTS

|                                                                                                                                                                                                            |   |                            |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|----------------------------|
| <b>A Total number of Retail Consultants registered during the period</b><br>This is the number of Retail Consultants registered with Amway as at 30 September 2016.                                        | = | <b>20,678</b>              |
| <b>B Total number of Retail Consultants earning a Customer Volume Rebate ("CVR")</b><br>This is the number of Retail Consultants in Category A who earned a CVR at least once during the Specified Period. | = | <b>5,451</b>               |
| <b>C Average monthly CVR for Retail Consultants earning a CVR</b><br>This is the total amount of CVR paid to Retail Consultants during the Specified Period divided by the number of payments.             | = | <b>£40/€53</b>             |
| <b>D Highest total CVR earned by a Retail Consultant</b><br>This is the highest, individual, monthly CVR payment made to a Retail Consultant in the Specified Period.                                      | = | <b>£1,049.50/€1,369.66</b> |
| <b>E Lowest total CVR earned by a Retail Consultant</b><br>This is the lowest, individual, monthly CVR payment made to a Retail Consultant in the Specified Period.                                        | = | <b>£3/€4</b>               |

### CERTIFIED RETAIL CONSULTANTS

|                                                                                                                                                                                                                                      |   |                            |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|----------------------------|
| <b>F Total number of Certified Retail Consultants registered during the Specified Period</b><br>This is the number of Certified Retail Consultants registered with Amway as at 30 September 2016.                                    | = | <b>18,915</b>              |
| <b>G Total number of Certified Retail Consultants earning a CVR or bonus income</b><br>This is the number of Certified Retail Consultants in Category F who earned a CVR or bonus payment at least once during the Specified Period. | = | <b>6,834</b>               |
| <b>H Average income of Certified Retail Consultants earning a CVR or Bonus</b><br>This is the average monthly income of all registered Certified Retail Consultants during the Specified Period.                                     | = | <b>£106/€143</b>           |
| <b>I Highest total earnings by a Certified Retail Consultant</b><br>This is the highest, individual, monthly earnings of any Certified Retail Consultant during the Specified Period.                                                | = | <b>£2,433.13/€3,079.66</b> |
| <b>J Lowest total earnings by a Certified Retail Consultant</b><br>This is the lowest, individual, monthly earnings of any Certified Retail Consultant during the Specified Period.                                                  | = | <b>£47/€59</b>             |



## BUSINESS CONSULTANTS

**K Total number of Business Consultants during the Specified Period** = **59**

This is the number of Business Consultants registered with Amway as at 30 September 2011 .

**L Average income of Business Consultants during the Specified Period** = **£1,975/€2,666**

This is the average monthly income of Business Consultants registered with Amway.

**M Total number of New Business Consultants qualifying as such during the Specified Period** = **5**

**N Minimum income levels for qualification at Platinum, Emerald and Diamond Level:**

|          |         |         |
|----------|---------|---------|
| Platinum | £7,000  | €8,750  |
| Emerald  | £15,000 | €18,750 |
| Diamond  | £50,000 | €62,500 |

**O Number of Business Consultants qualified at Platinum, Emerald and Diamond Level during the Specified Period:**

|          |           |
|----------|-----------|
| Platinum | <b>55</b> |
| Emerald  | <b>3</b>  |
| Diamond  | <b>1</b>  |

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