



2013 U.S. Income Averages Statement Mannatech Career and Compensation Plan

Active Associate Level	No. of Associates at this Level (for BP 2013-13)	Percent of all Active Associates	Percent of All Business Builder Associates	2013 Annual Income High	2013 Annual Income Low	2013 Annual Income Average ¹
<i>Non-Leadership Level</i>	3074	15.551%	59.910%	\$7,347.03	\$64.42	\$800.17
<i>Regional</i>	1408	7.123%	27.441%	\$7,582.18	\$1,249.46	\$2,446.58
<i>National</i>	459	2.322%	8.946%	\$22,326.91	\$5,493.07	\$9,610.35
<i>Executive</i>	115	0.582%	2.241%	\$56,227.22	\$19,679.98	\$30,707.33
<i>Presidential</i>	25	0.126%	0.487%	\$96,364.59	\$67,740.77	\$79,709.64
<i>Bronze Presidential</i>	27	0.137%	0.526%	\$165,543.43	\$91,404.39	\$123,712.88
<i>Silver Presidential</i>	16	0.081%	0.312%	\$234,187.09	\$172,958.65	\$195,132.30
<i>Gold Presidential</i>	2	0.010%	0.039%	\$408,592.83	\$408,592.83	\$408,592.83
<i>Platinum Presidential</i>	5	0.025%	0.097%	\$1,016,035.85	\$356,441.31	\$738,645.25

The total number of Associates in the United States in 2013 was 1,260,307. The total number of Active Associates for all 13 business periods ordering greater than or equal to 100 PPV per business period was 19,767. Mannatech divides each year into 13 four-week business periods. An Active Associate is an Associate who has renewed his/her and placed an order within a 365-day reporting period. Of the total Active Associates 26% were "Business Builders" and 74% were "Consumer Associates." Please see the Mannatech Career and Compensation Plan for the definition of Personal Point Volume (PPV).

For the purposes of this Income Averages Statement, the term "Business Builder" means Associates who ordered greater than or equal to 100 PPV and sold products and earned income from the their sales, and sales made by their downline organization. All income is earned on the sale of Mannatech products. The term "Consumer Associate" means Associates who only ordered product and did not earn income. Consumer Associates benefit from buying Mannatech products at a discounted process for themselves and their families. Some Consumer Associates may retail Mannatech products to others; however, this income is not included in the table above.

The figures above do not include any retail profit that an Associate may earn from selling Mannatech products to others. The figures above do not include expenses incurred by Associates in the operation and promotion of their Mannatech business. These expenses vary from Associate to Associate. By way of example these expenses may include product samples, training, rent, travel expenses, telephone and internet costs, and other business related expenses. The Associate earnings in the above chart are not necessarily representative of the income that an individual can or will earn through his/her participation in the Mannatech Career and Compensation Plan. These figures should not be regarded as a guarantee or projection of actual earnings. Actual earnings depend on your individual efforts, the customer base available to you, and the time devoted to your business. These factors differ from Associate to Associate.

¹Annual Income High/Low/Average figures were calculated from all Active Associates that retained the specified level for the entire 13 Business Periods in 2013.

