

Active Associate Level (BP 2016–13)	No. of Associates at this Level (BP 2016–13)	Percentage of All Active Associates (BP 2016–13)	Percentage of All Business-Building Associates (BP 2016–13)	No. of Associates at this Level (for all 13 BPs, 2016)	2016 Annual Income High ¹	2016 Annual Income Low ¹	2016 Annual Income Average ¹
Non-Leadership Level	2059	16.92%	61.78%	192	\$7,045.50	\$119.08	\$1,053.31
Regional	846	6.95%	25.38%	236	\$10,192.25	\$1,335.46	\$2,560.16
National	304	2.50%	9.12%	120	\$37,225.16	\$6,978.16	\$11,320.63
Executive	75	0.62%	2.25%	44	\$80,051.31	\$23,191.91	\$32,016.73
Presidential	14	0.12%	0.42%	6	\$99,166.48	\$69,675.08	\$83,355.00
Bronze Presidential	20	0.16%	0.60%	13	\$158,660.11	\$90,014.34	\$121,779.42
Silver Presidential	11	0.09%	0.33%	8	\$230,526.96	\$170,816.01	\$196,831.20
Gold Presidential	1	0.01%	0.03%	0	--	--	--
Platinum Presidential	3	0.03%	0.09%	3	\$1,372,499.70	\$248,838.50	\$783,663.21

Mannatech divides each year into 13 four-week Business Periods (BPs). An Active Associate is an Associate who has placed an order within a 365-day reporting period. In BP 2016–13, the total number of Active Associates (Associates with a minimum of 100 QV/PV in BP13 OR Associates who earned commissions in BP13) was 12167.

- The total number of Business Builders who received commissions in BP 2016–13 was 3333 (Business Builder count).
- Total number of Consumer Associates who had at least 100 QV/PV, but did not earn commissions in BP 2016–13 was 8834. Please see the Mannatech Career and Compensation Plan for the definition of Personal Volume (PV).
- Of the total Active Associates, 27% were “Business Builders” and 73% were “Consumer Associates.” 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 price for themselves and their families. Some Consumer Associates may retail Mannatech products to others; however, this income is not included in the table above.

For the purposes of this Income Averages Statement, the term “Business Builder” means Associates who ordered greater than or equal to 100 PPV, sold products and earned income from their sales and sales made by their downline organization.

All income is earned on the sale of Mannatech products. No benefits or bonuses are paid or received solely from recruiting or sponsoring other Associates and no earning are guaranteed from mere participation in the Compensation Plan.

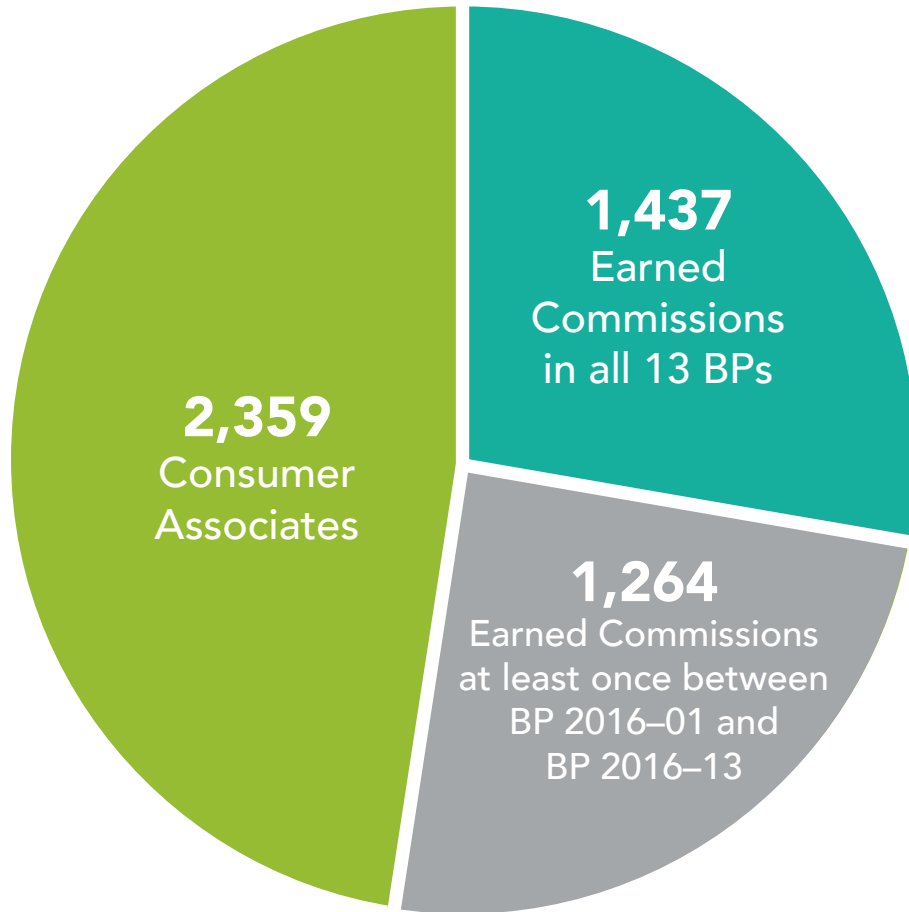
The figures above do not include any retail profit that an Associate may earn from selling Mannatech products to others. Associates must supply sales receipts to all retail customers and must maintain copies of sales receipts for at least two years. The figures above do not include expenses incurred 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 2016.

NOTE: In accordance with the Satisfaction Guarantee policy, Associates can request a refund for sign-up packs and product purchases. (See section 5.13 of the Associate Policies and Procedures)

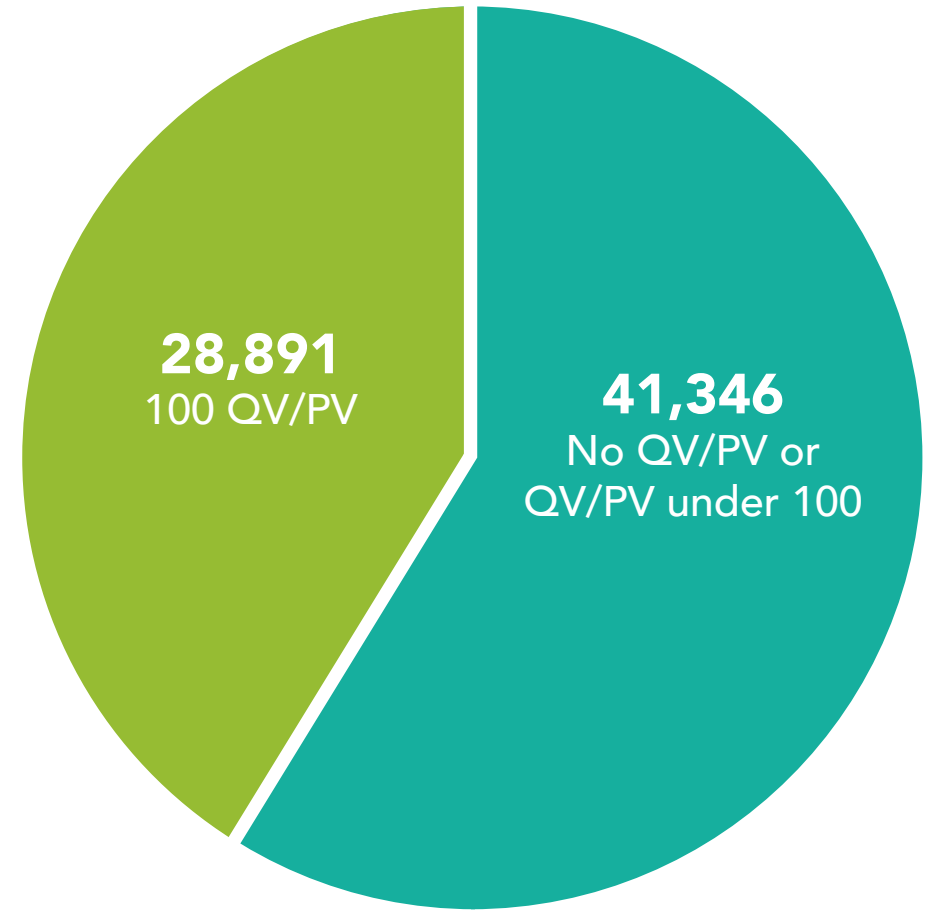
Active Associates

The total number of Active Associates for all 13 BPs (minimum 100 QV/PV and/or earned commissions) was 5,060. Of the total, 28% earned commissions in all 13 BPs.



Enrollment

The total number of Associates enrolled before BP 2016-13 was 70,237 of which 41% had 100 QV/PV in at least one BP between BP 2016-01 and BP 2016-13.



A total number of 5117 Associates enrolled between BP 2016-01 and BP 2016-13.

This 2016 Income Averages disclosure is not for use in Georgia, Louisiana, Maryland, Massachusetts or Wyoming.