

YOUNG LIVING 2019 WORLDWIDE INCOME DISCLOSURE STATEMENT

As a direct selling company selling essential oils, supplements, and other lifestyle products, Young Living offers opportunities for our members to build a business or simply receive discounts on our products. Whatever your interest in the company, we hope to count you among the more than 3 million¹ Young Living members joining us in our mission to bring Young Living essential oils to every home in the world.

WHAT ARE MY INCOME OPPORTUNITIES? Members can earn commissions and bonuses as outlined in our compensation plan. As members move up in the ranks of Young Living, they become eligible for additional income opportunities.

This document provides statistical, fiscal data about the average member income and information about achieving various ranks.

| YOUNG LIVING MEMBER RANK | PERCENTAGE OF ALL DISTRIBUTORS ² | ANNUAL INCOME ³ | | | MONTHS TO ACHIEVE RANK ⁴ | | |
|--------------------------|---|----------------------------|-------------|-------------|-------------------------------------|---------|---------|
| | | Lowest | Highest | Average | Lowest | Highest | Average |
| DISTRIBUTOR | 89.6% | \$0 | \$1,461 | \$3 | N/A | N/A | N/A |
| STAR | 7.4% | \$0 | \$4,250 | \$242 | 1 | 289 | 11 |
| SENIOR STAR | 1.8% | \$0 | \$40,659 | \$1,395 | 1 | 274 | 18 |
| EXECUTIVE | 0.8% | \$0 | \$70,140 | \$3,411 | 1 | 275 | 23 |
| SILVER | 0.3% | \$241 | \$230,328 | \$14,912 | 1 | 286 | 31 |
| GOLD | 0.1% | \$4,601 | \$371,425 | \$46,352 | 3 | 265 | 42 |
| PLATINUM | < 0.1% | \$11,791 | \$900,821 | \$111,709 | 2 | 263 | 54 |
| DIAMOND | < 0.1% | \$73,540 | \$1,447,262 | \$305,567 | 10 | 174 | 53 |
| CROWN DIAMOND | < 0.1% | \$298,507 | \$1,648,102 | \$585,743 | 40 | 274 | 80 |
| ROYAL CROWN DIAMOND | < 0.1% | \$358,992 | \$2,843,275 | \$1,498,154 | 95 | 164 | 130 |

The income statistics in this statement are for incomes earned⁵ by all active members in 2019. An active member is a member who made at least one product purchase in the previous 12 months⁶. The average annual income for all members in 2019 was \$236. 50% of all members who enrolled in 2018 did not make a purchase with Young Living in 2019. 66% of all members who enrolled in 2017 did not make a purchase with Young Living in 2019.

Note that the income paid to members summarized in this disclosure does not include expenses incurred by members in the operation or promotion of their business, which can vary widely and might include product purchases, advertising or promotional expenses, product samples, training, rent, travel, telephone and internet costs, and miscellaneous expenses.

The income of the members in this chart is not necessarily representative of the income, if any, that a Young Living member can or will earn through the Young Living Compensation Plan. These figures should not be considered as guarantees or projections of your actual income or profits. Your success will depend on individual diligence, work, effort, sales skill, and market conditions. Young Living does not guarantee any income or rank success.

- 1 Based on a count of all active members in 2019.
- 2 Ranks may change during the year. These percentages are based on individual distributors' highest achieved ranks earned during the year.
- 3 These incomes are categorized based on the highest achieved rank individual distributors earned throughout the entire year and may contain income earned at a lower rank.
- 4 These statistics are limited to those who achieved this rank for the first time in 2019.
- 5 This includes income earned from January 1, 2019, to December 31, 2019, which was paid between February 2019 and January 2020.
- 6 Members who do not make at least one product purchase in the previous 12 months have their membership terminated.