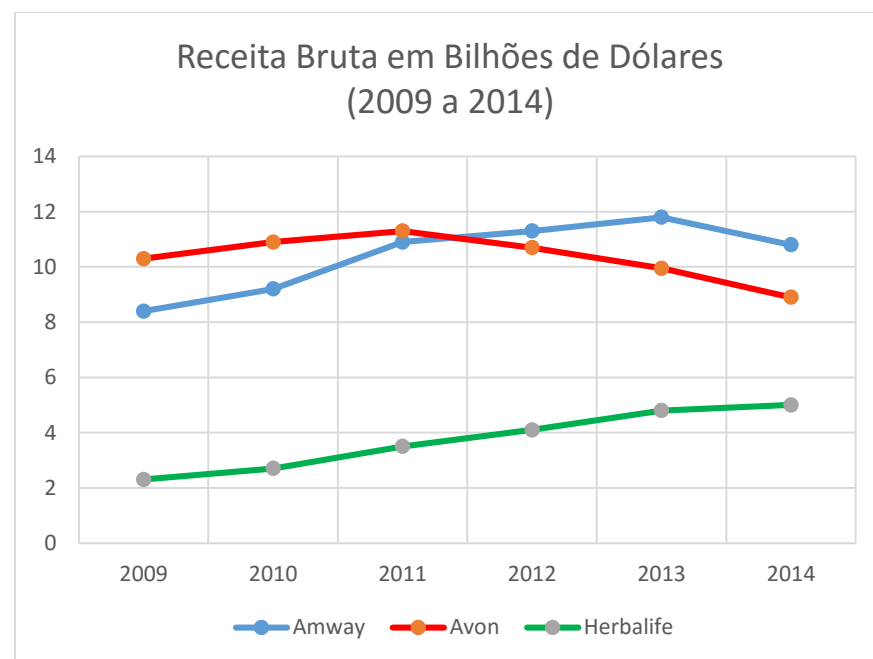


TOP 10 - DSN Global 100

#	Top 10 DSN 2010	2009 (Receita)	Top 10 DSN 2011	2010 (Receita)	Top 10 DSN 2012	2011 (Receita)	Top 10 DSN 2013	2012 (Receita)	Top 10 DSN 2014	2013 (Receita)	Top 10 DSN 2015	2014 (Receita)
1	Avon	10.3	Avon	10.9	Avon	11.3	Amway	11.3	Amway	11.80	Amway	10.80
2	Amway	8.4	Amway	9.2	Amway	10.9	Avon	10.7	Avon	9.95	Avon	8.90
3	Vorwerk	3.58	Natura	3	Herbalife	3.5	Herbalife	4.1	Herbalife	4.80	Herbalife	5.00
4	Mary Kay	2.5	Vorwerk	2.9	Natura	3.01	Vorwerk	3.3	Vorwerk	3.70	Mary Kay	4.00
5	Natura	2.4	Herbalife	2.7	Vorwerk	3.0	Natura	3.2	Mary Kay	3.60	Vorwerk	3.90
6	Herbalife	2.3	Mary Kay	2.5	Mary Kay	2.9	Mary Kay	3.1	Natura	3.20	Natura	3.20
7	Primerica	2.2	Tupperware	2.3	Tupperware	2.6	Tupperware	2.6	Nu Skin	3.18	Infinitus	2.64
8	Tupperware	2.1	Oriflame	2.2	Oriflame	2.1	Nu Skin	2.2	Tupperware	2.67	Tupperware	2.60
9	Oriflame	1.8	Forever	1.7	Nu Skin	1.7	Oriflame	2.0	Belcorp	1.96	Nu Skin	2.57
10	Forever	1.7	Nu Skin	1.5	Belcorp	1.6	Belcorp	1.9	Oriflame	1.95	JoyMain	2.00

TOP 3 - DSN Global 100

	2009	2010	2011	2012	2013	2014
Amway	8,4	9,2	10,9	11,3	11,8	10,8
Avon	10,3	10,9	11,3	10,7	9,95	8,9
Herbalife	2,3	2,7	3,5	4,1	4,8	5



PERFIL DAS EMPRESAS

1. Amway

2014 Net Sales: \$10.80 billion Country: USA

Amway offers people all over the world the opportunity to own their own business by selling high-quality nutrition, beauty and home products that are supported by a global agribusiness, manufacturing and logistics supply chain. Top-selling brands include NUTRILITE™ vitamin, mineral and dietary supplements, ARTISTRY™ skincare and color cosmetics and eSpring™ water treatment systems.

2013 Rank: 1 2013 Net Sales: \$11.80 billion

Sales Method: Person-to-person

Compensation Structure: Multi-level

Products: Cosmetics, personal care, food and beverage, home décor, kitchenware and appliances, home care, wellness

Markets: 100+ Salespeople: 3,000,000

Employees: 20,000+

Headquarters: Ada, Michigan

Executives: Steve Van Andel and Doug DeVos

Year Founded: 1959 Stock Symbol: N/A

Website: www.amway.com

2. Avon Products Inc.

2014 Net Sales: \$8.90 billion Country: USA

Avon is a global beauty company with a strong mission served by the Avon Foundation to eradicate breast cancer and end domestic violence. The Avon product line includes color cosmetics, skincare, fragrance, fashion and home, featuring such well-recognized brand names as Avon Color, ANEW, Skin-So-Soft™, Advance Techniques, and mark™.

Fonte: <http://directsellingnews.com>

2013 Rank: 2 2013 Net Sales: \$9.95 billion

Sales Method: Person-to-person

Compensation Structure: Multi-level

Products: Cosmetics, personal care, clothing and accessories, home décor, kitchenware and appliances

Markets: 100 Salespeople: 6,000,000+

Employees: 33,200

Headquarters: New York, New York

Executive: Sheri McCoy

Year Founded: 1886 Stock Symbol: AVP—NYSE

Website: www.avon.com

3. Herbalife Ltd.

2014 Net Sales: \$5.00 billion Country: USA

Herbalife is a global company that sells weight-management, nutrition and personal-care products intended to support a healthy lifestyle. Its products are formulated according to nutrition research and science and are manufactured to the highest standards of safety and quality. Herbalife products are available exclusively through independent Members who provide customers with personal coaching and mentorship to help them achieve their goals.

2013 Rank: 3 2013 Net Sales: \$4.80 billion

Sales Method: Person-to-person

Compensation Structure: Multi-level

Products: Cosmetics, personal care, wellness

Markets: 91 Salespeople: 4,000,000

Employees: 7,400

Headquarters: Los Angeles, California

Executive: Michael O. Johnson

Year Founded: 1980 Stock Symbol: HLF—NYSE

Website: www.herbalife.com