

Independent Scentsy Consultants earn between 10% and 36% commissions and bonuses on personal sales and may be eligible for leadership bonuses based on their teams' sales. The chart below shows how Independent Scentsy Consultants in the United Kingdom performed, on average, in 2022. As with any business endeavour, a Consultant's success will be a direct result of the time and effort they devote to selling the product and leading a team. The earnings below represent commissions that Scentsy actually paid to Consultants in 2022.

We have divided our Consultants into two groups for this disclosure. Group 1 consists of Consultants who were with Scentsy for all 12 months of 2022. Group 2 consists of Consultants who were with Scentsy for less than 12 months in 2022, including those who joined Scentsy for the first time, and those who left Scentsy either due to inactivity or for other reasons.

United Kingdom

2022	Group 1	Group 2
Number of Consultants	5,093	13,536
Minimum annual commissions	£149.02	-£16.41
Maximum annual commissions	£163,739.68	£5,520.67
Average annual commissions	£2,132.24	£189.46
Median annual commissions	£980.07	£117.31
Number of Consultants who had a PWS subscription*	5,020	10,006

All currency listed in British pounds.

*A PWS, or "Personal Website," is a Consultant's personalised Scentsy website extension, hosted by Scentsy, from which a Consultant may market and sell Scentsy products. Consultants are not required to have a PWS. Consultants who choose to have a PWS receive the service for free for three (3) months, and thereafter pay a subscription fee to Scentsy in the amount of £15/month.

The average annual commission was calculated by dividing the total commission paid in each group by the total number of Consultants in that group. Half of Consultants earned more than the median annual commission, while the other half of Consultants earned less than the median annual commission. These amounts reflect cash distributions only and do not include product credit or other non-cash awards such as incentive trips. The amounts above reflect gross profits and do not include any business expenses Consultants may have incurred in running their businesses.