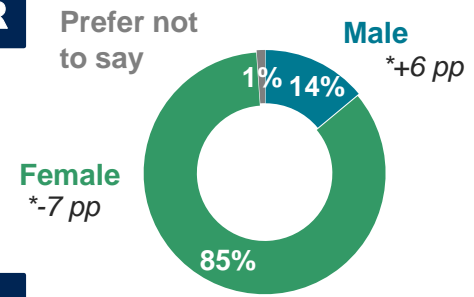


DIRECT SELLERS SURVEY 2023 –

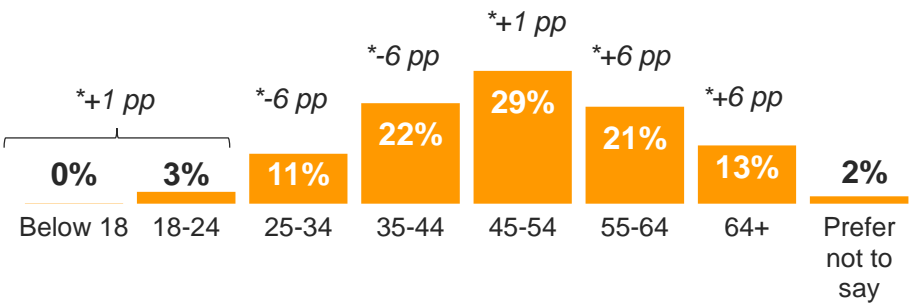
COUNTRY 'SNAPSHOTS'

COUNTRY SNAPSHOT – CZECH REPUBLIC

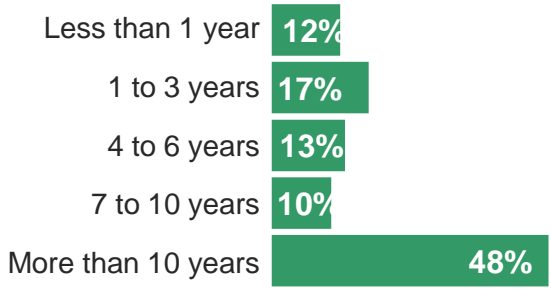
GENDER



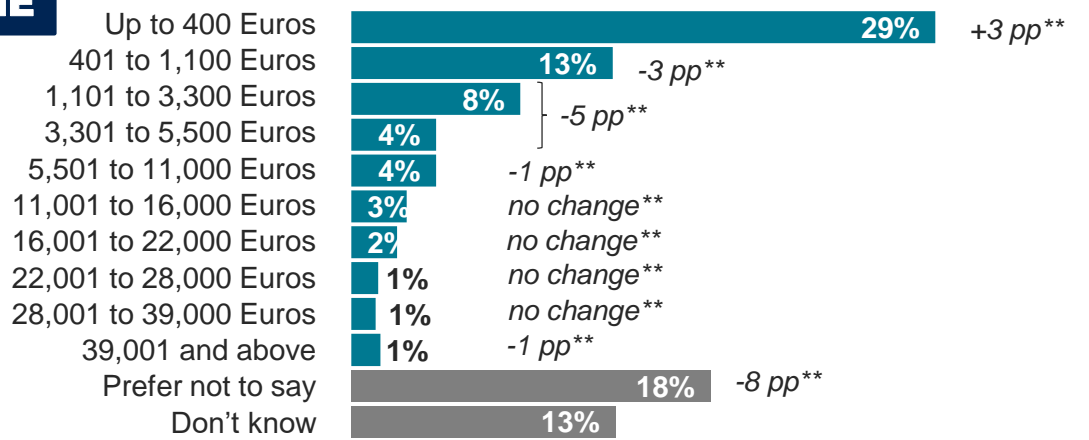
AGE



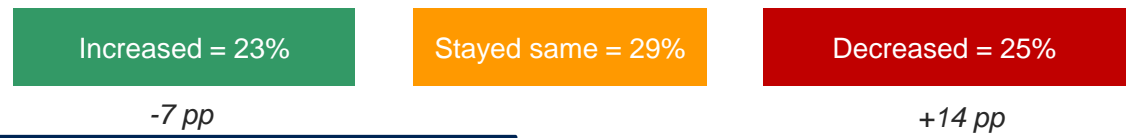
TIME SPENT IN DS



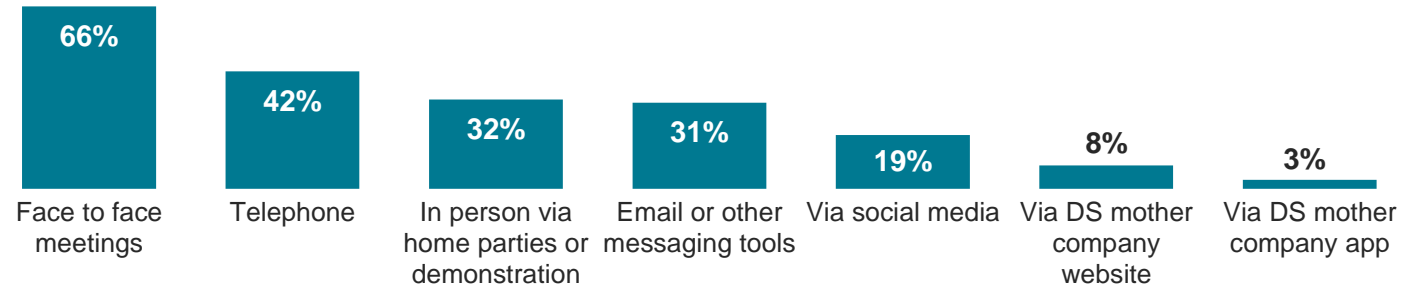
INCOME



INCOME CHANGE IN LAST YEAR



TOP CHANNELS FOR ORDERS

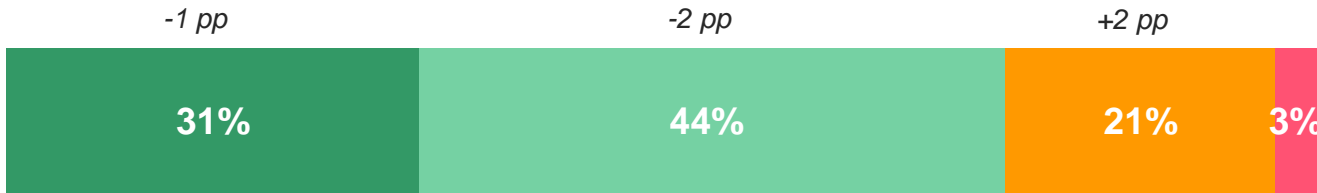


* results are not strictly comparable due to "prefer not to answer" answer option being added in the 2023 survey.
 **results are not strictly comparable due to "don't know" answer option being added in 2023 survey

COUNTRY SNAPSHOT - CZECH REPUBLIC

SATISFACTION

5 - Very satisfied 4 3 2 1 - Very dissatisfied

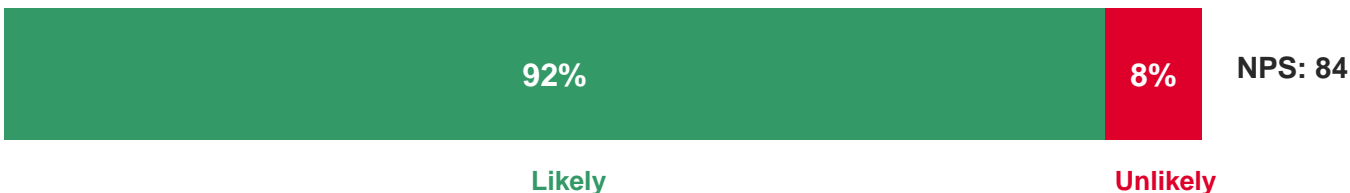


LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY

Very likely 3 2 Very unlikely Don't know



LIKELIHOOD TO RECOMMEND COMPANY



TOP WORD ASSOCIATIONS WITH DS

2023

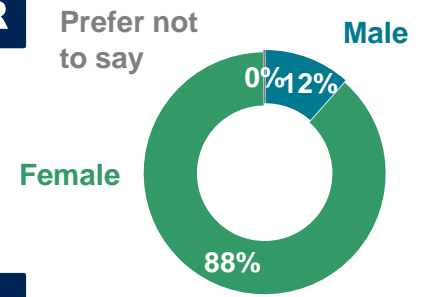


2018

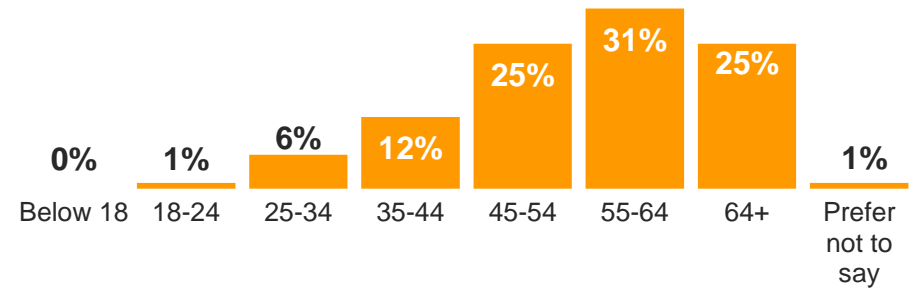


COUNTRY SNAPSHOT – ESTONIA

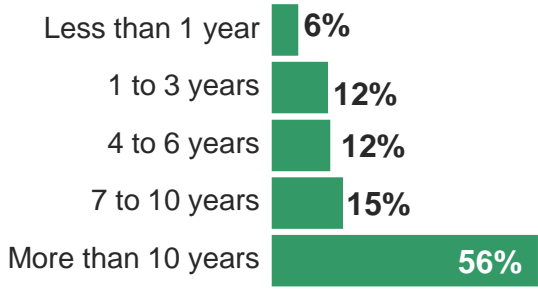
GENDER



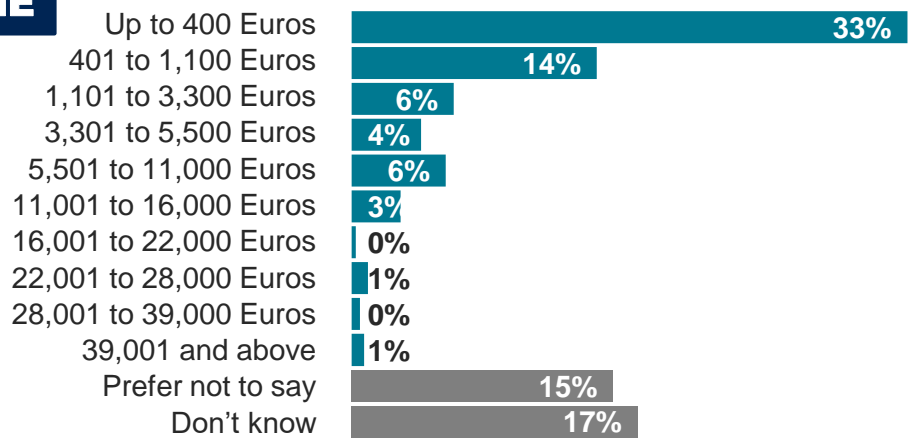
AGE



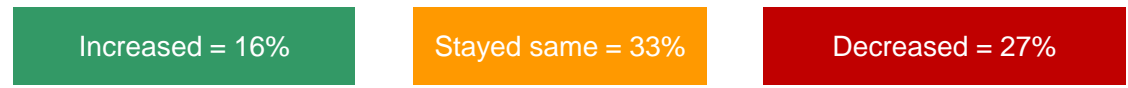
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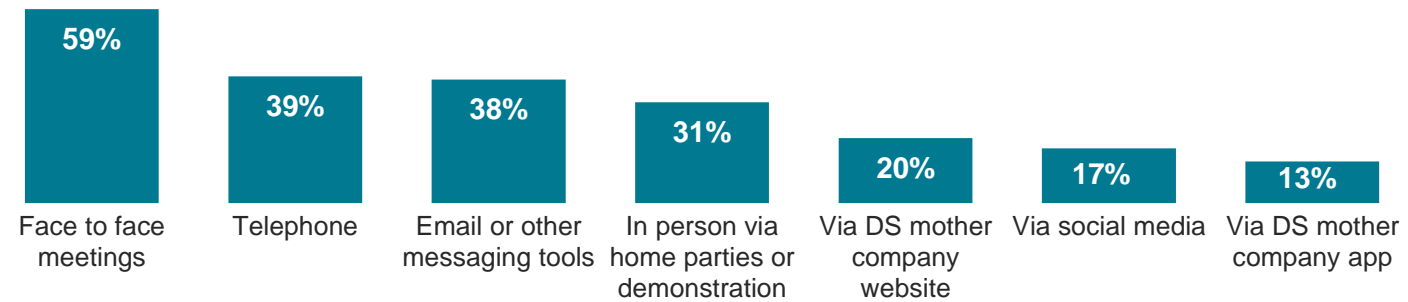
INCOME



INCOME CHANGE IN LAST YEAR



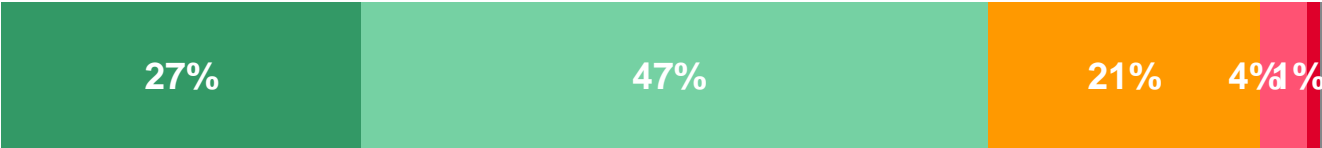
TOP CHANNELS FOR ORDERS



COUNTRY SNAPSHOT - ESTONIA

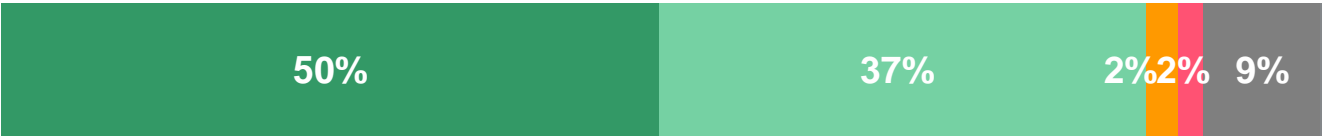
SATISFACTION

5 - Very satisfied 4 3 2 1 - Very dissatisfied



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY

Very likely 3 2 Very unlikely Don't know



LIKELIHOOD TO RECOMMEND COMPANY



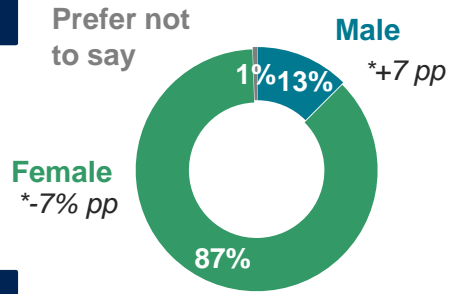
TOP WORD ASSOCIATIONS WITH DS

2023

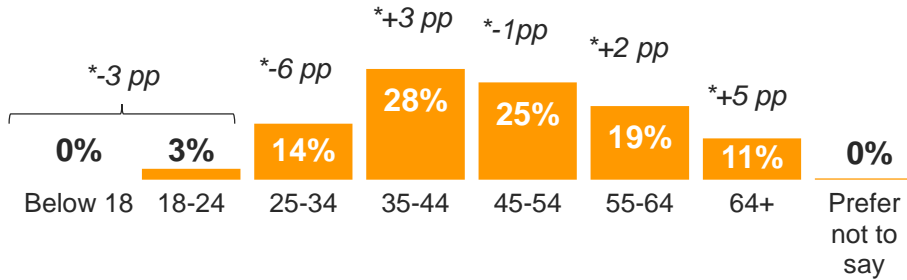


COUNTRY SNAPSHOT – FRANCE

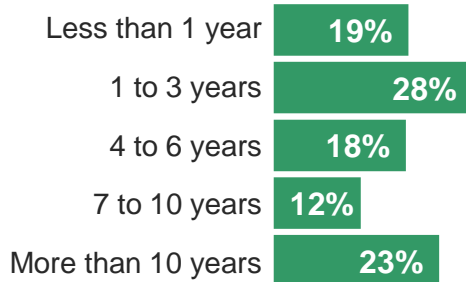
GENDER



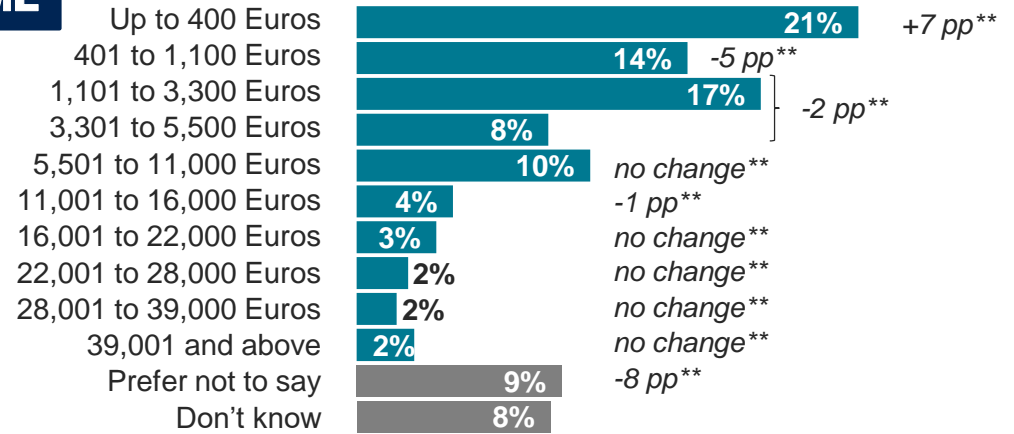
AGE



TIME SPENT IN DS



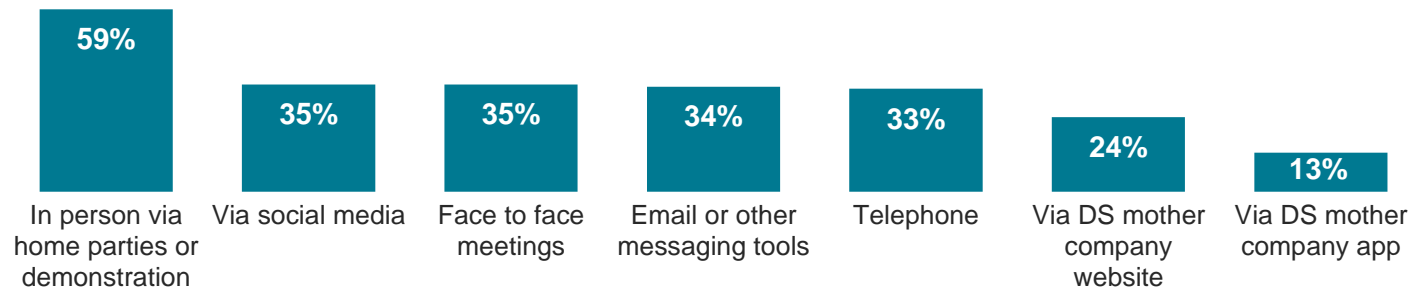
INCOME



INCOME CHANGE IN LAST YEAR



TOP CHANNELS FOR ORDERS



COUNTRY SNAPSHOT - FRANCE

SATISFACTION

5 - Very satisfied 4 3 2 1 - Very dissatisfied

no change

no change

-1 pp

no change



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY

Very likely 3 2 Very unlikely Don't know



LIKELIHOOD TO RECOMMEND COMPANY



Likely

Unlikely

TOP WORD ASSOCIATIONS WITH DS

2023

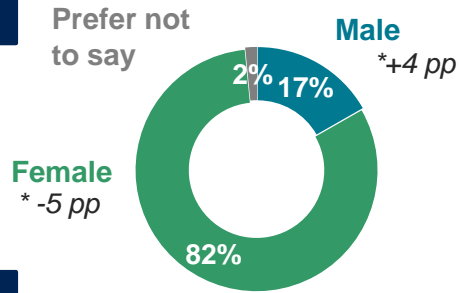


2018

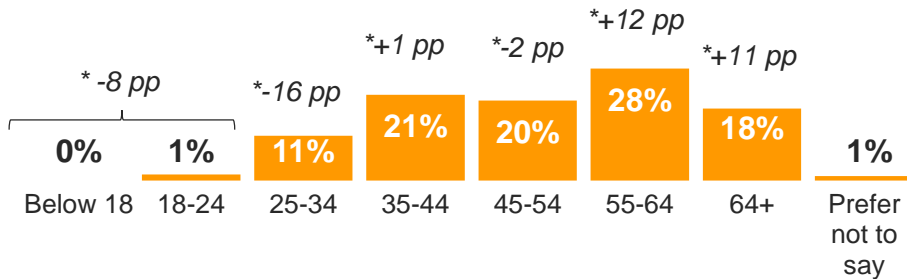


COUNTRY SNAPSHOT – GERMANY

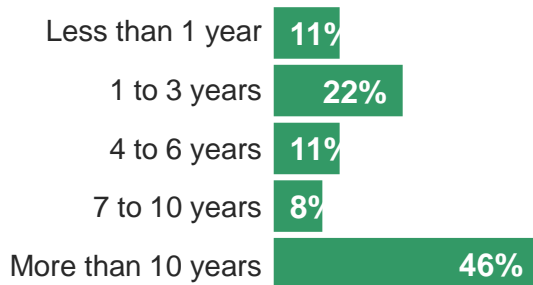
GENDER



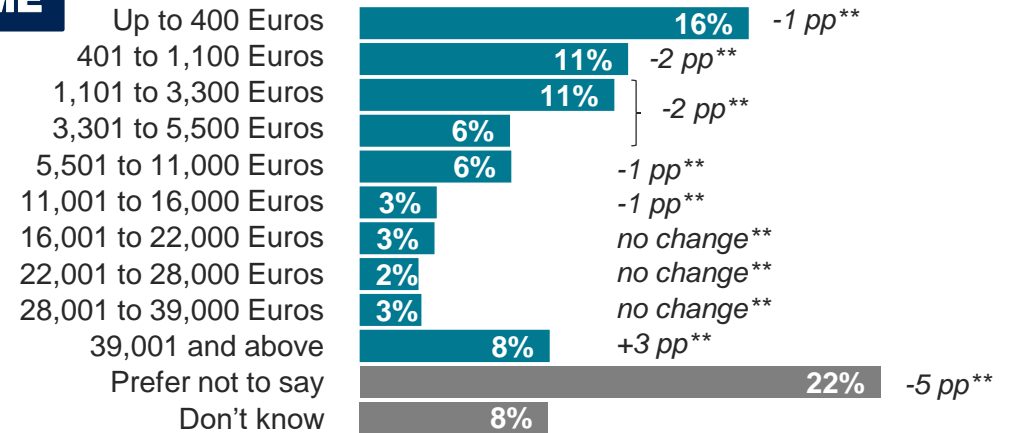
AGE



TIME SPENT IN DS



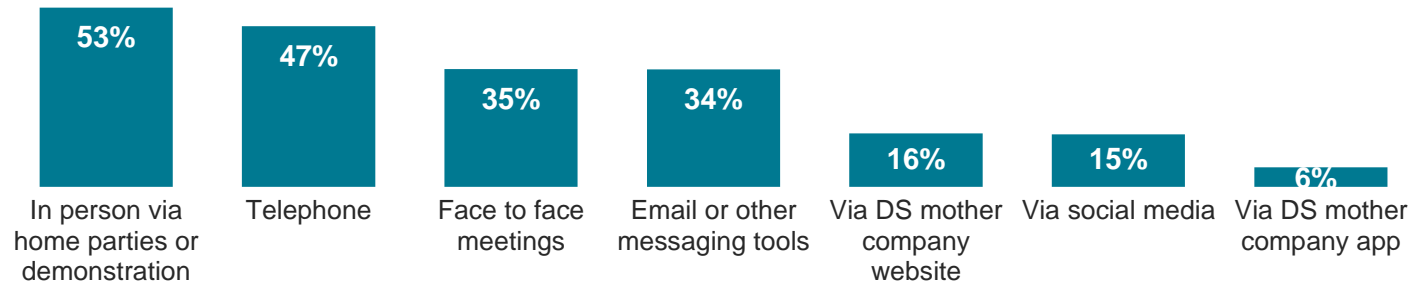
INCOME



INCOME CHANGE IN LAST YEAR



TOP CHANNELS FOR ORDERS



COUNTRY SNAPSHOT - GERMANY

SATISFACTION

5 - Very satisfied 4 3 2 1 - Very dissatisfied

-1 pp

No change

+1 pp

No change



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY

Very likely 3 2 Very unlikely Don't know



LIKELIHOOD TO RECOMMEND COMPANY



TOP WORD ASSOCIATIONS WITH DS

2023

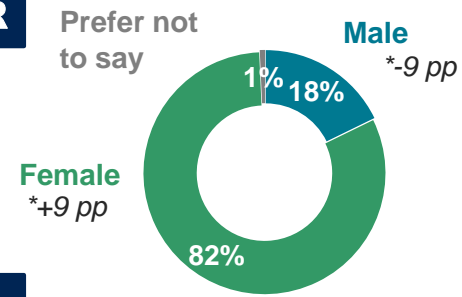


2018

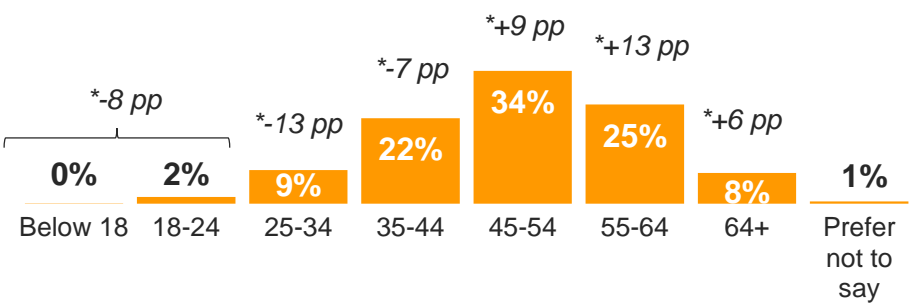


COUNTRY SNAPSHOT – ITALY

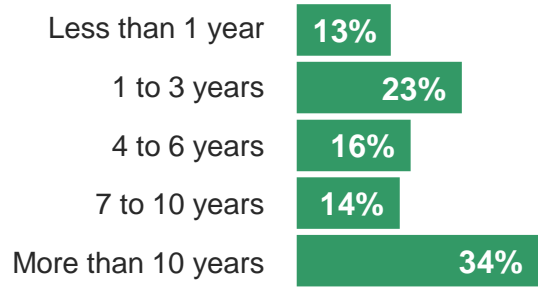
GENDER



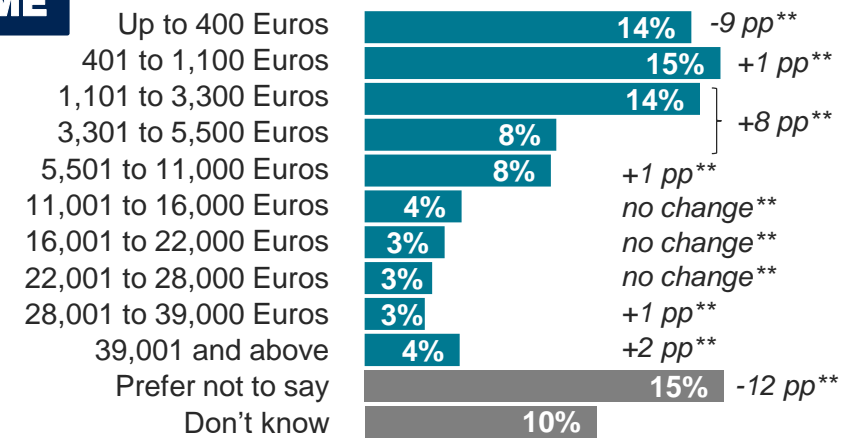
AGE



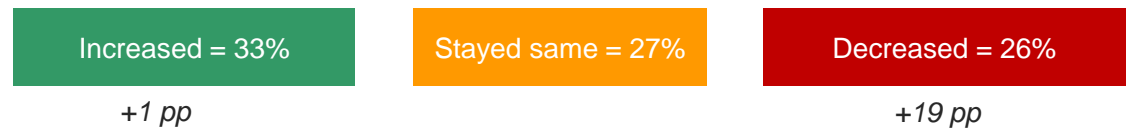
TIME SPENT IN DS



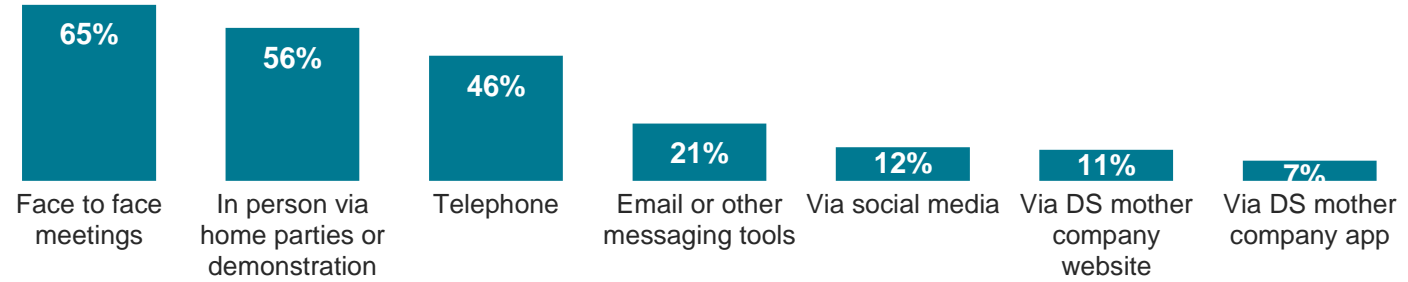
INCOME



INCOME CHANGE IN LAST YEAR



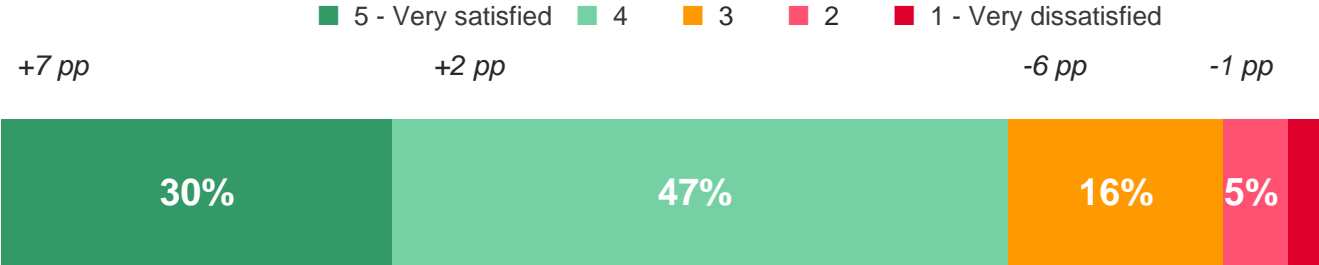
TOP CHANNELS FOR ORDERS



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 **results are not strictly comparable due to "don't know" answer option being added in 2023 survey

COUNTRY SNAPSHOT - ITALY

SATISFACTION



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY



LIKELIHOOD TO RECOMMEND COMPANY



TOP WORD ASSOCIATIONS WITH DS

2023

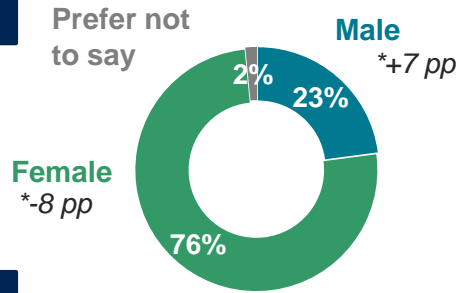


2018

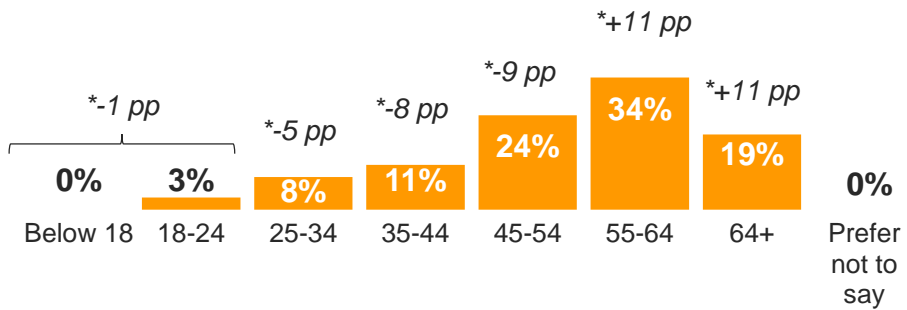


COUNTRY SNAPSHOT – NETHERLANDS

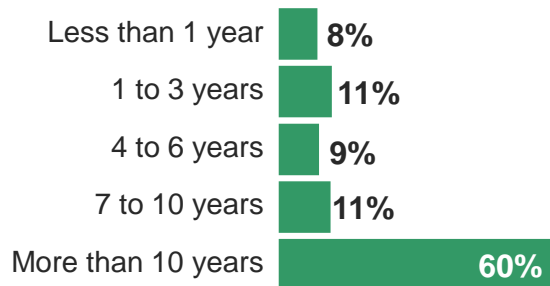
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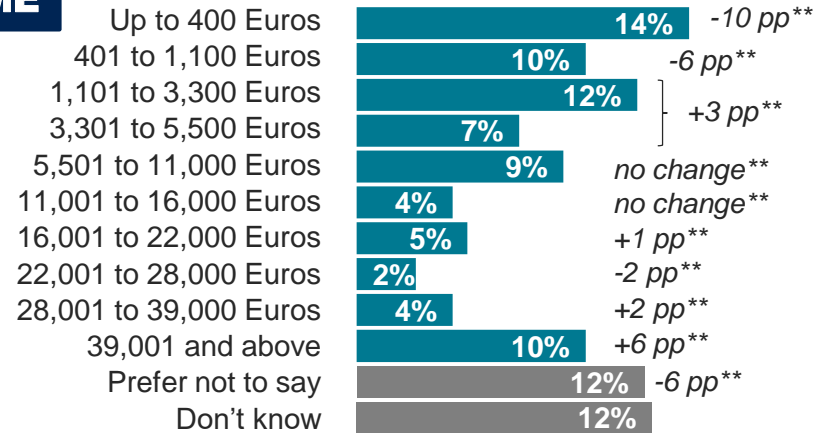
AGE



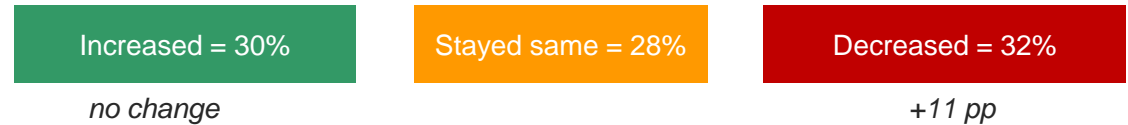
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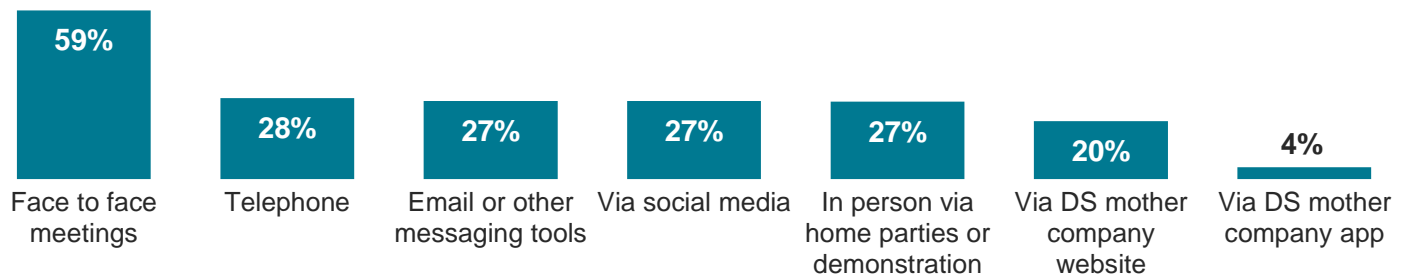
INCOME



INCOME CHANGE IN LAST YEAR



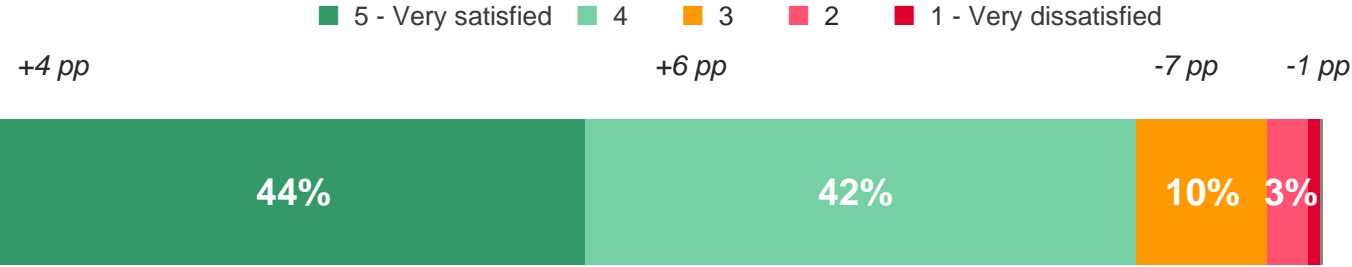
TOP CHANNELS FOR ORDERS



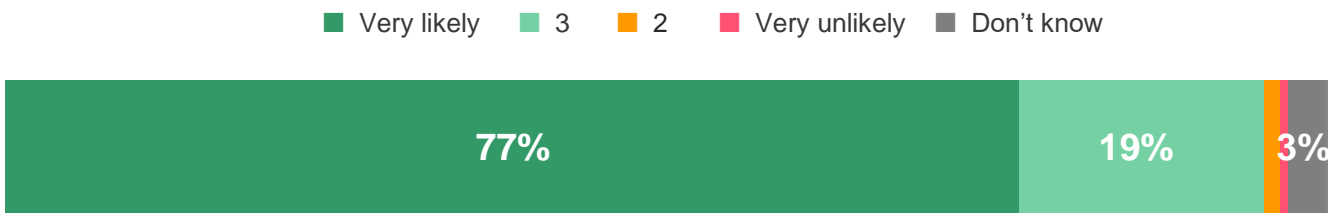
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 **results are not strictly comparable due to "don't know" answer option being added in 2023 survey

COUNTRY SNAPSHOT - NETHERLANDS

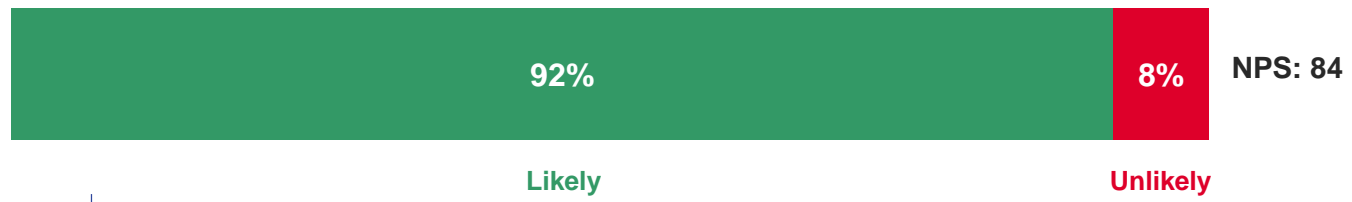
SATISFACTION



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY



LIKELIHOOD TO RECOMMEND COMPANY



TOP WORD ASSOCIATIONS WITH DS

2023

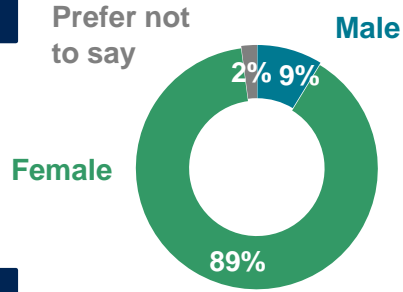


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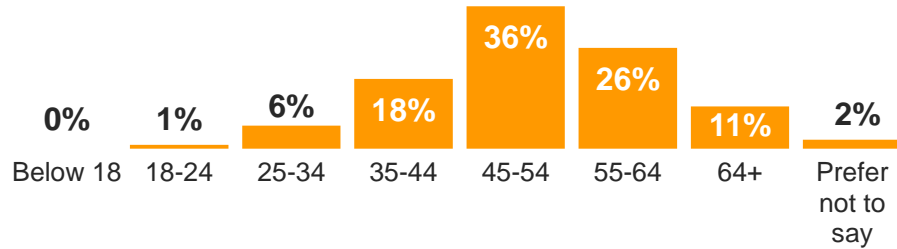


COUNTRY SNAPSHOT – LATVIA

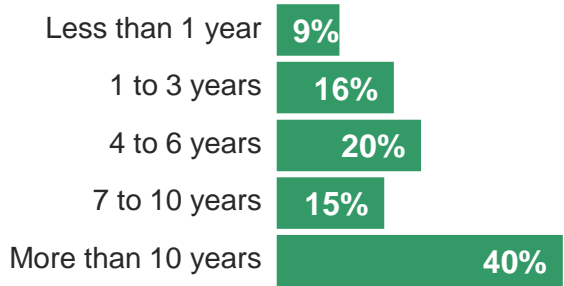
GENDER



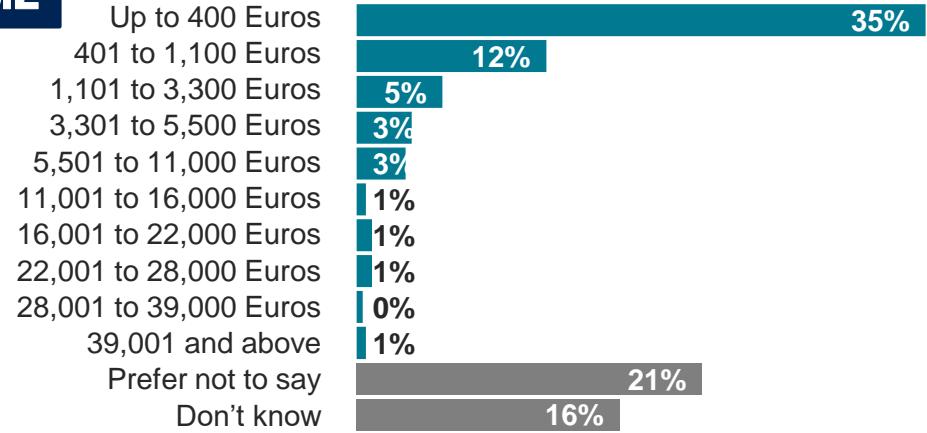
AGE



TIME SPENT IN DS



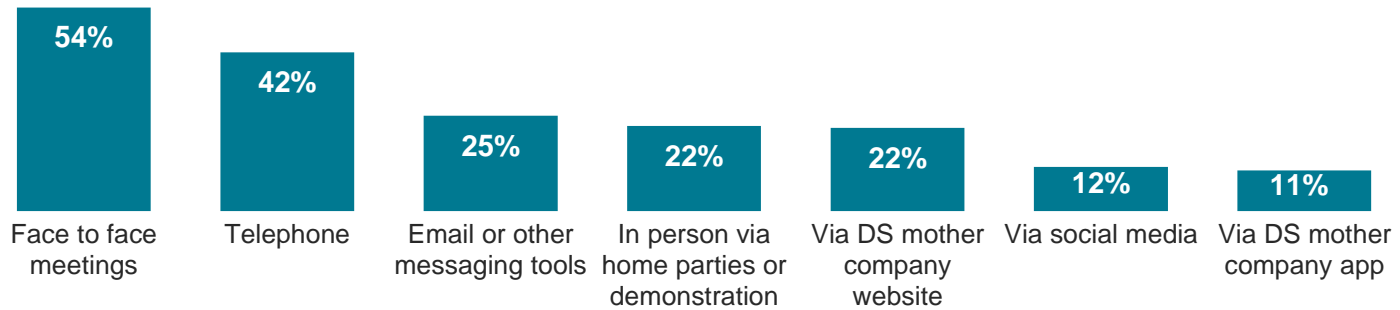
INCOME



INCOME CHANGE IN LAST YEAR



TOP CHANNELS FOR ORDERS



COUNTRY SNAPSHOT - LATVIA

SATISFACTION

5 - Very satisfied 4 3 2 1 - Very dissatisfied



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY

Very likely 3 2 Very unlikely Don't know



LIKELIHOOD TO RECOMMEND COMPANY



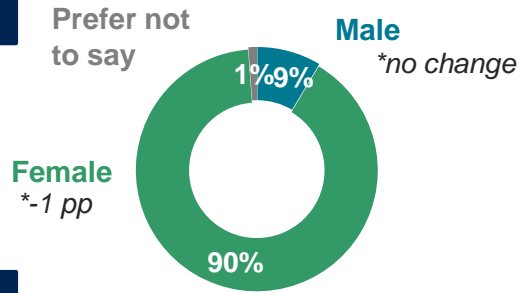
TOP WORD ASSOCIATIONS WITH DS

2023

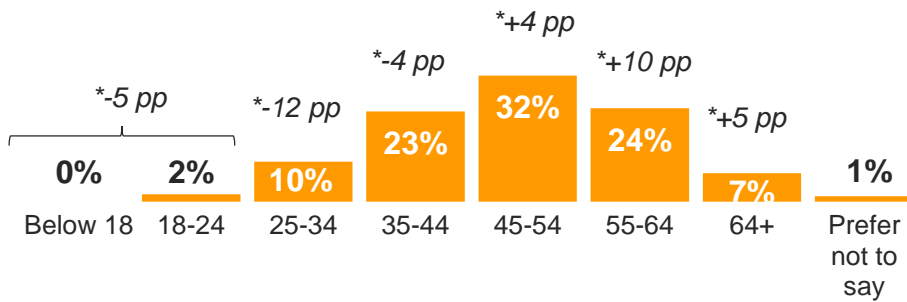


COUNTRY SNAPSHOT – LITHUANIA

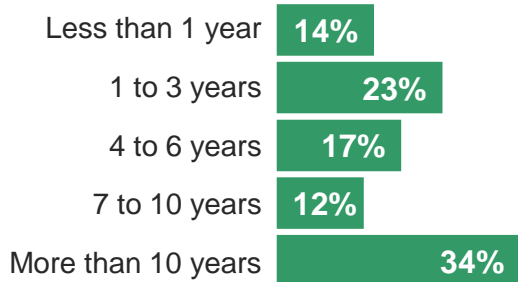
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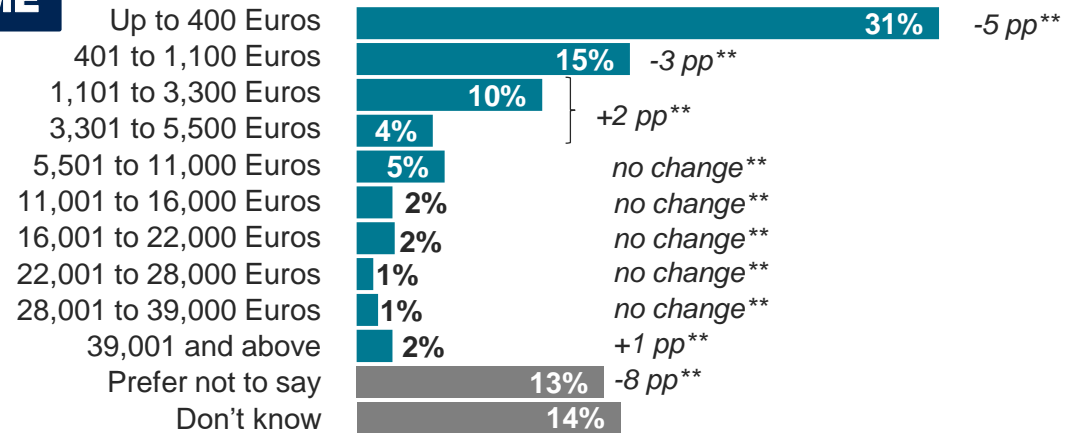
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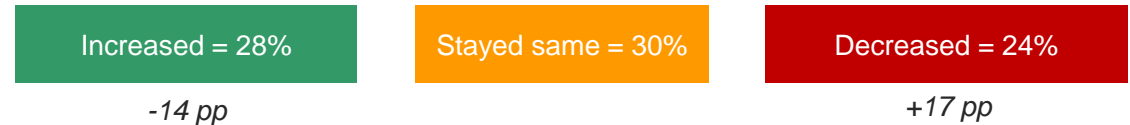
TIME SPENT IN DS



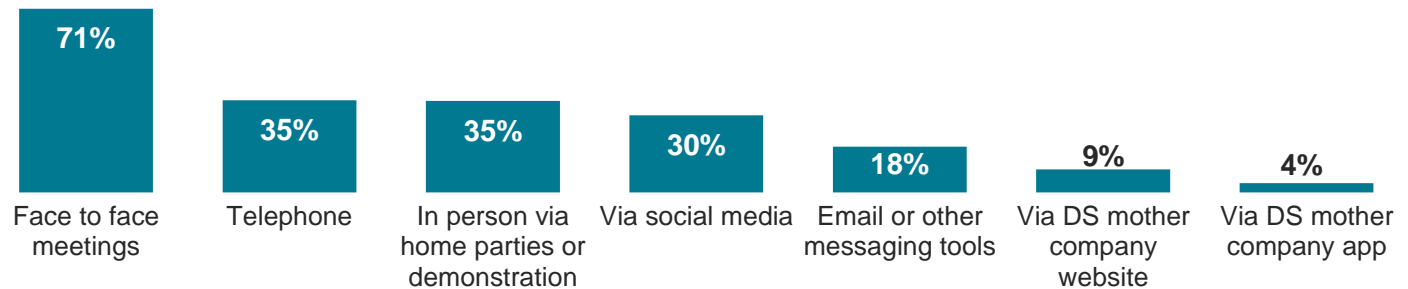
INCOME



INCOME CHANGE IN LAST YEAR

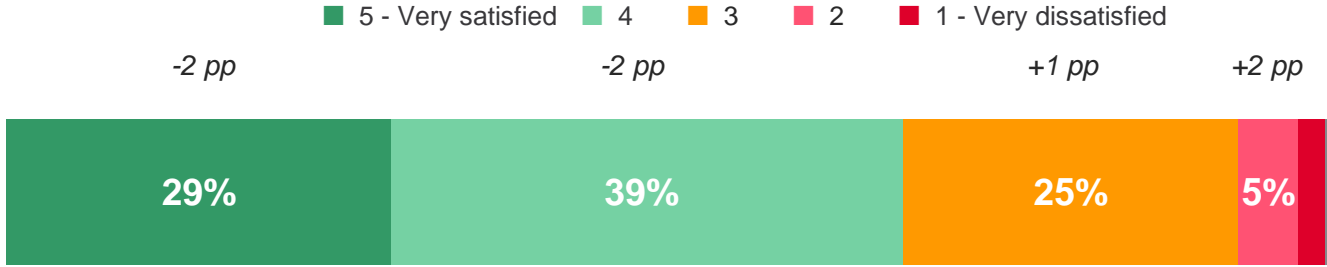


TOP CHANNELS FOR ORDERS



COUNTRY SNAPSHOT - LITHUANIA

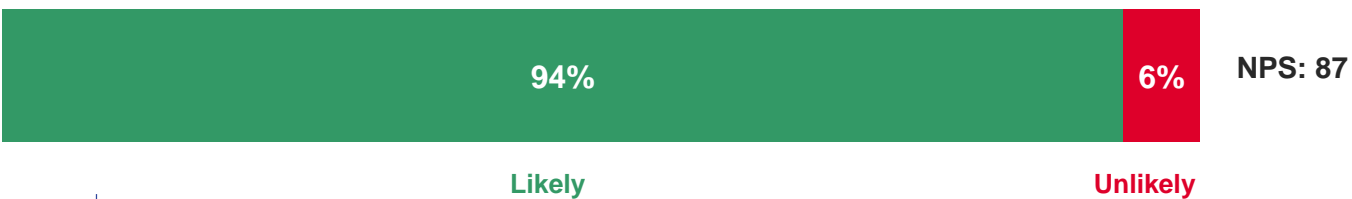
SATISFACTION



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY



LIKELIHOOD TO RECOMMEND COMPANY



TOP WORD ASSOCIATIONS WITH DS

2023

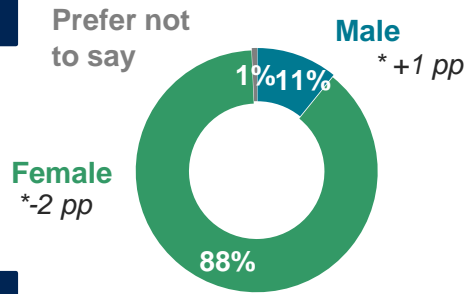


2018

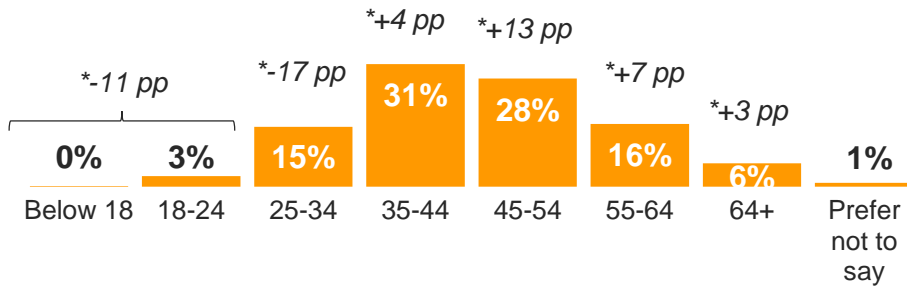


COUNTRY SNAPSHOT – POLAND

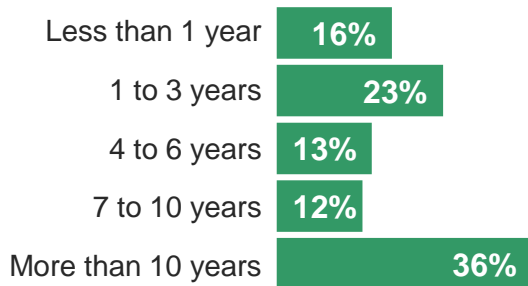
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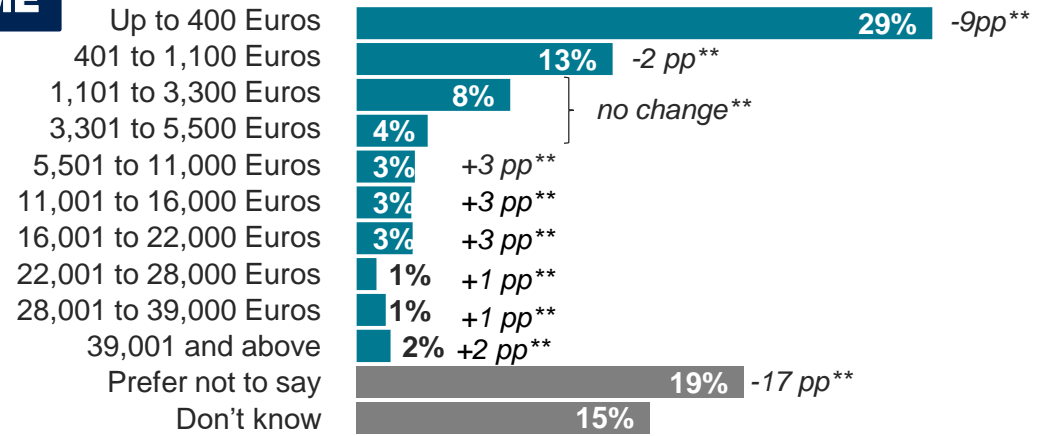
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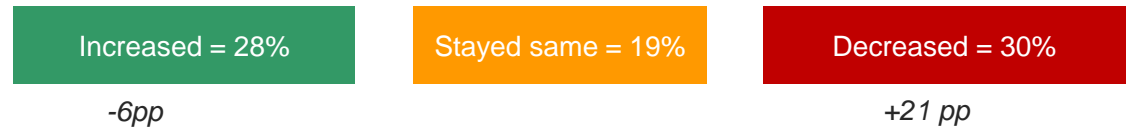
TIME SPENT IN DS



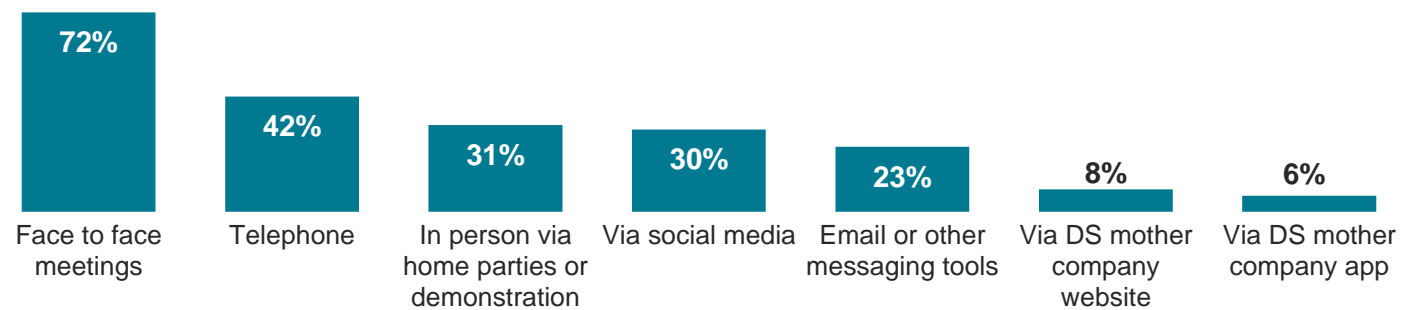
INCOME



INCOME CHANGE IN LAST YEAR



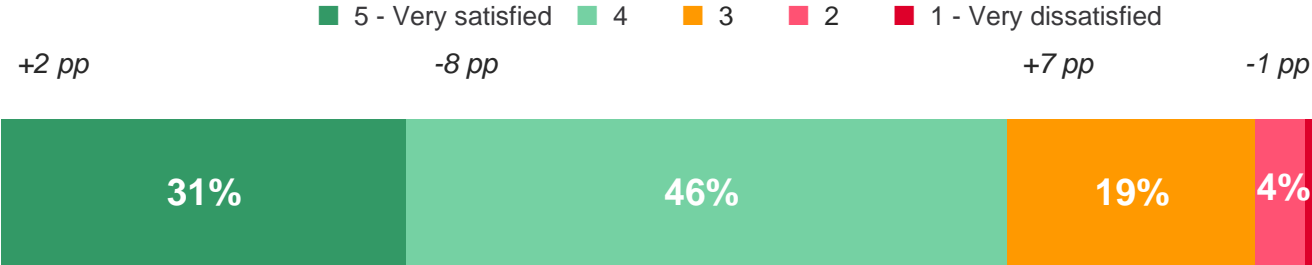
TOP CHANNELS FOR ORDERS



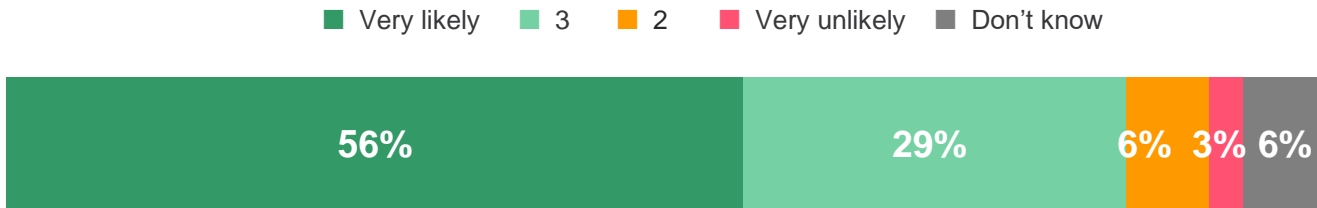
* results are not strictly comparable due to "prefer not to answer" answer option being added in the 2023 survey.
 **results are not strictly comparable due to "don't know" answer option being added in 2023 survey

COUNTRY SNAPSHOT - POLAND

SATISFACTION



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY



LIKELIHOOD TO RECOMMEND COMPANY



TOP WORD ASSOCIATIONS WITH DS

2023

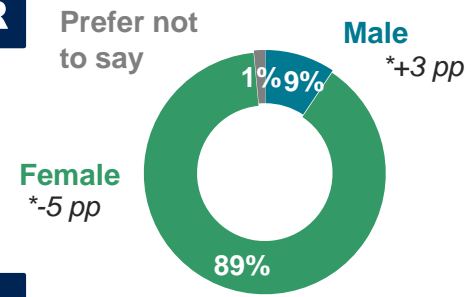


2018

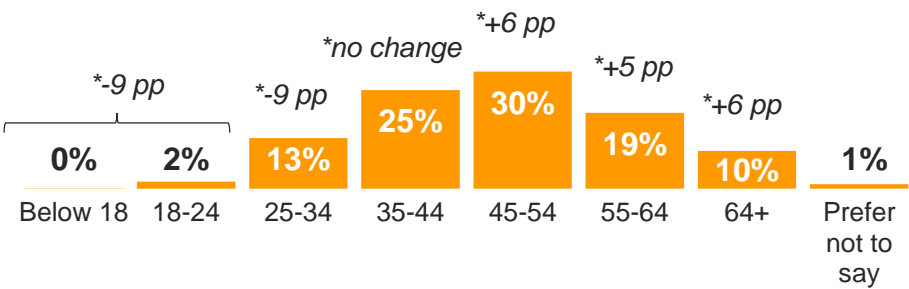


COUNTRY SNAPSHOT – SLOVAKIA

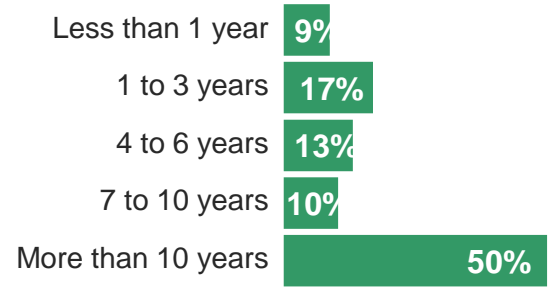
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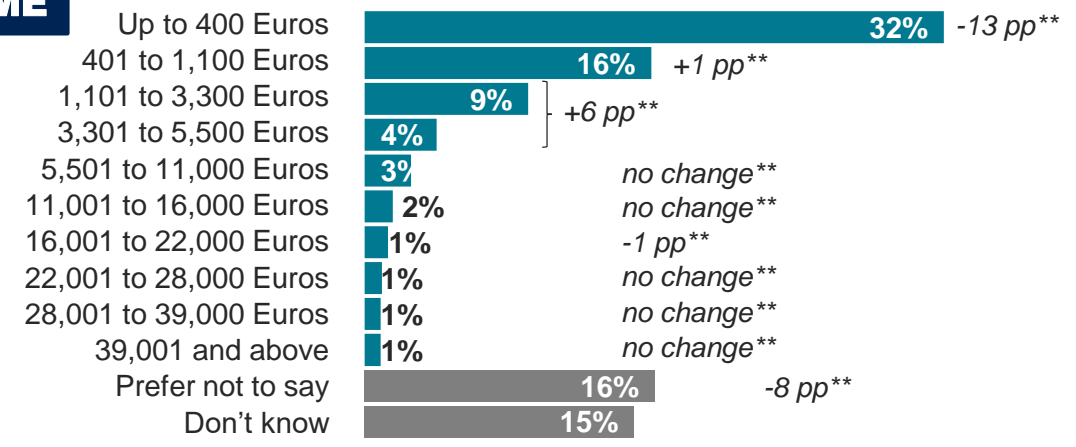
AGE



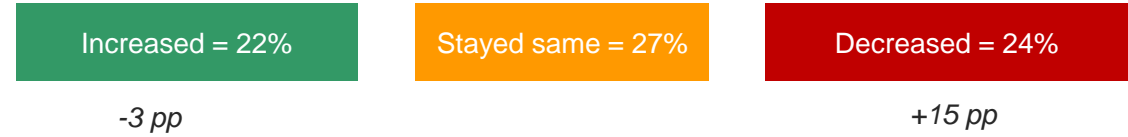
TIME SPENT IN DS



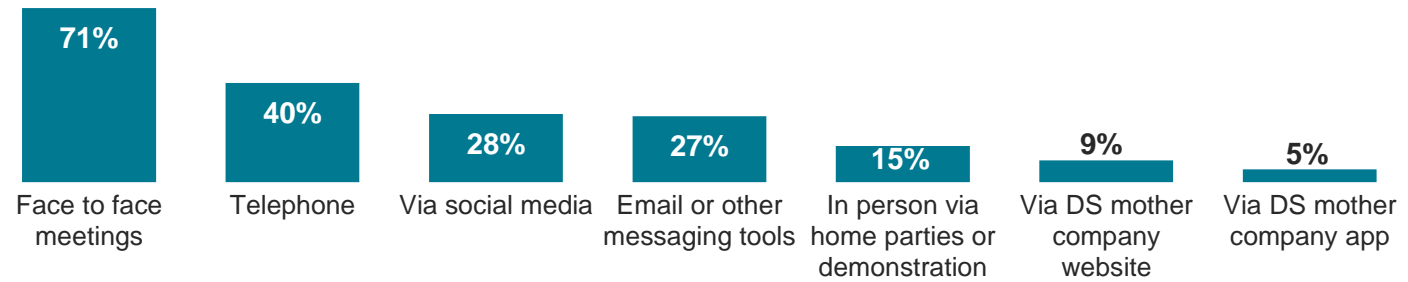
INCOME



INCOME CHANGE IN LAST YEAR



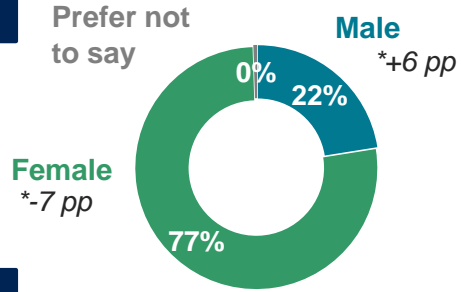
TOP CHANNELS FOR ORDERS



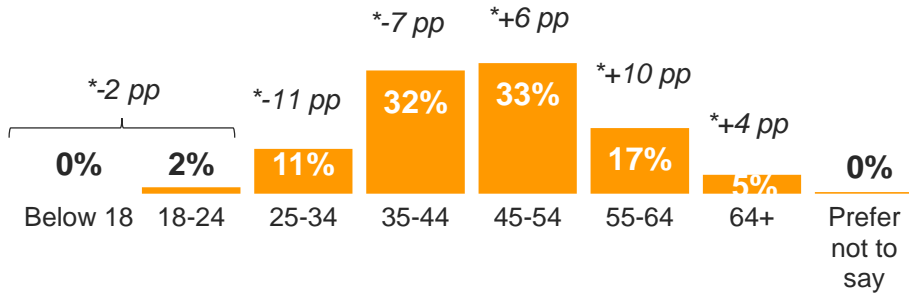
* results are not strictly comparable due to "prefer not to answer" answer option being added in the 2023 survey.
 **results are not strictly comparable due to "don't know" answer option being added in 2023 survey

COUNTRY SNAPSHOT – SPAIN

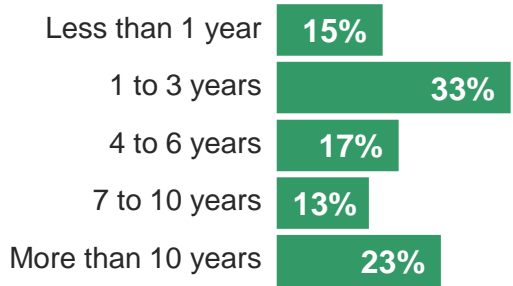
GENDER



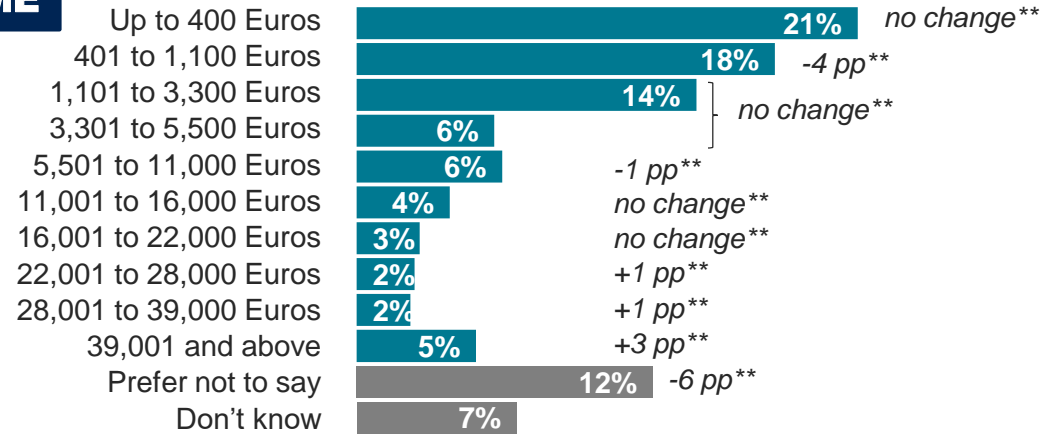
AGE



TIME SPENT IN DS



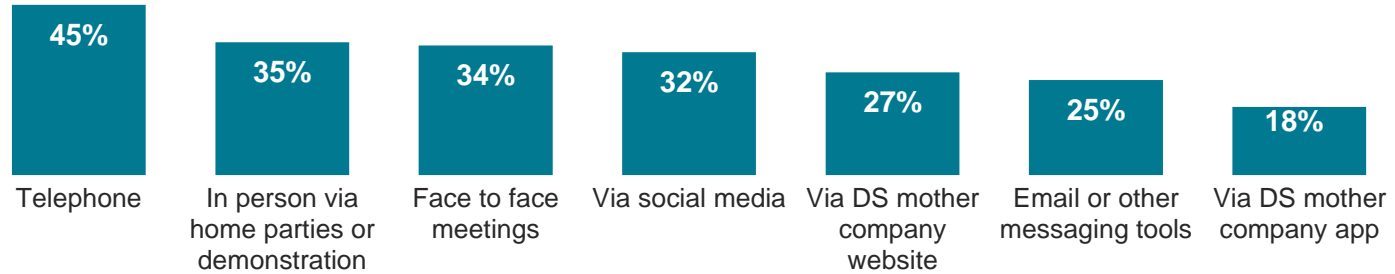
INCOME



INCOME CHANGE IN LAST YEAR



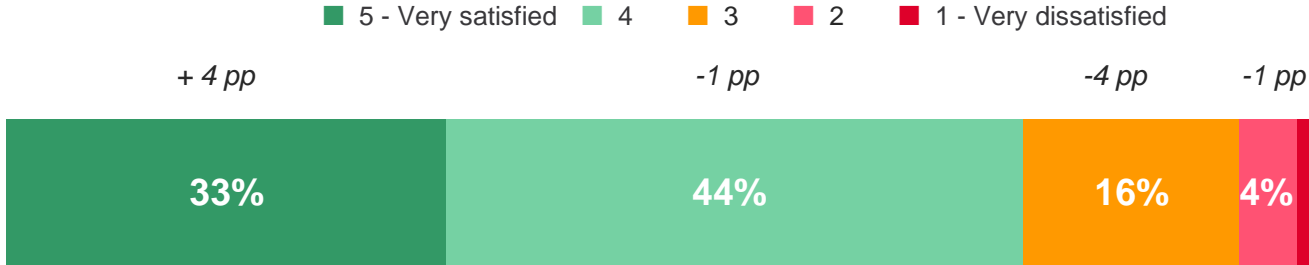
TOP CHANNELS FOR ORDERS



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 **results are not strictly comparable due to "don't know" answer option being added in 2023 survey

COUNTRY SNAPSHOT - SPAIN

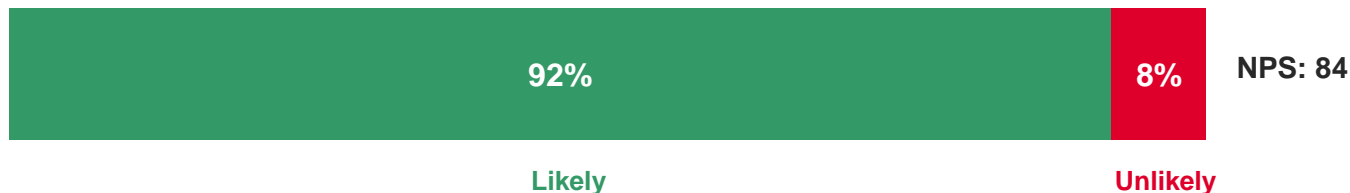
SATISFACTION



LIKELIHOOD TO CONTINUE REPRESENTING THE SAME COMPANY



LIKELIHOOD TO RECOMMEND COMPANY



TOP WORD ASSOCIATIONS WITH DS

2023

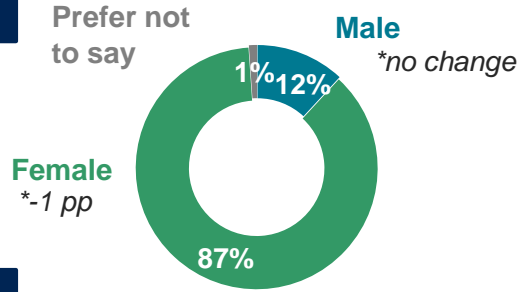


2018

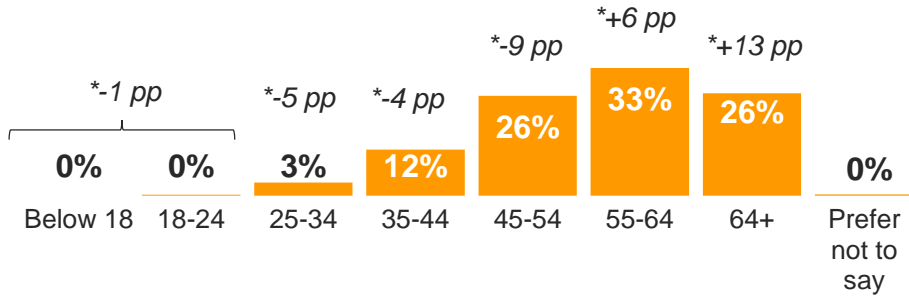


COUNTRY SNAPSHOT – SWEDEN

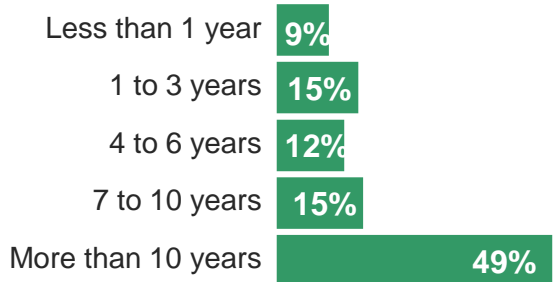
GENDER



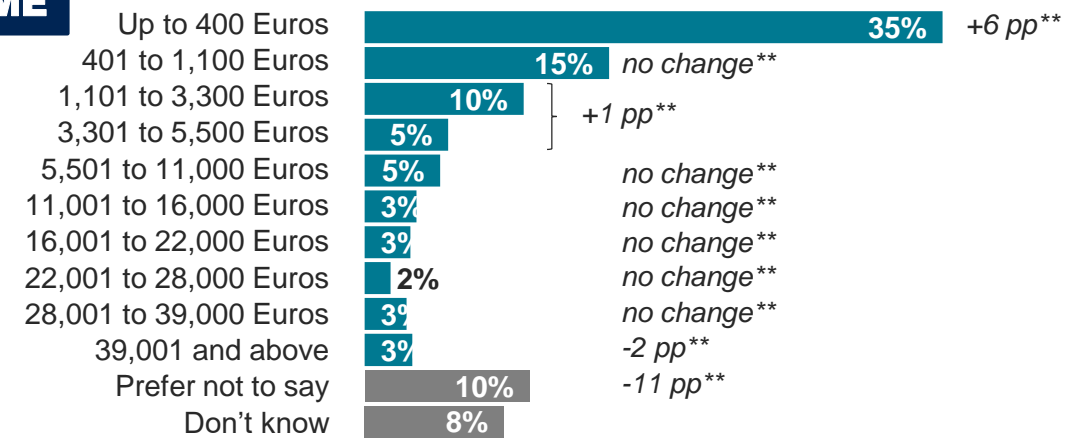
AGE



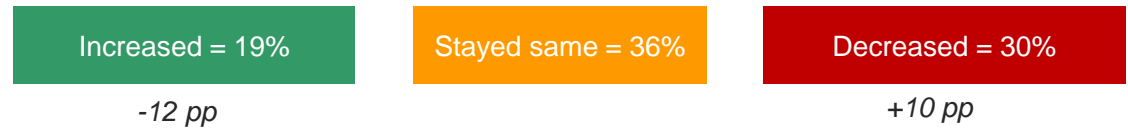
TIME SPENT IN DS



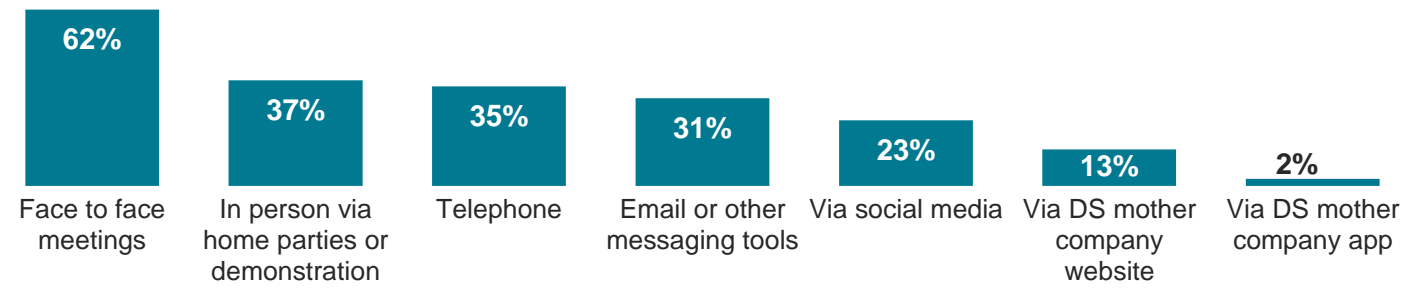
INCOME



INCOME CHANGE IN LAST YEAR



TOP CHANNELS FOR ORDERS



** results are not strictly comparable due to "prefer not to answer" answer option being added in the 2023 survey.
 **results are not strictly comparable due to "don't know" answer option being added in 2023 survey*

