

Herbalife Ltd.
Regulation G Reconciliation of Presentation Amounts to Reported Amount per US GAAP
(Dollars in Millions, Except Per Share Data)

| | <u>2014</u> | <u>2015</u> | <u>2016</u> | <u>2017</u> | <u>YTD 2018</u> |
|--|-------------------|-----------------|-----------------|-----------------|-------------------|
| Net Debt | | | | | |
| Total debt | \$ 1,791.8 | \$ 1,622.0 | \$ 1,447.9 | \$ 2,268.1 | \$ 2,200.7 |
| Cash and cash equivalents | 645.4 | 889.8 | 844.0 | 1,278.8 | 839.4 |
| Net Debt | \$ 1,146.4 | \$ 732.2 | \$ 603.9 | \$ 989.3 | \$ 1,361.3 |
| Operating Income & Operating Margin | | | | | |
| Operating income | \$ 513.5 | \$ 583.6 | \$ 458.1 | \$ 617.1 | \$ 347.6 |
| Unusual items | 278.6 | 57.9 | 181.8 | (14.4) | (8.9) |
| Adjusted operating income | \$ 792.1 | \$ 641.6 | \$ 640.0 | \$ 602.7 | \$ 338.7 |
| Net Sales | \$ 4,958.6 | \$ 4,469.0 | \$ 4,488.4 | \$ 4,427.7 | \$ 2,462.4 |
| Adjusted Operating Margin | 16.0% | 14.4% | 14.3% | 13.6% | 13.8% |
| Diluted Earnings Per Share (Split Adjusted) | | | | | |
| Reported diluted earnings per share | \$ 3.40 | \$ 3.97 | \$ 3.02 | \$ 2.58 | \$ 1.15 |
| Unusual items | 2.53 | 0.98 | 1.83 | 2.28 | 0.35 |
| Adjusted diluted earnings per share | \$ 5.93 | \$ 4.95 | \$ 4.85 | \$ 4.86 | \$ 1.50 |