

**Herbalife Nutrition Ltd.**  
**Reconciliation of Presentation Amounts to Reported Amount per US GAAP**  
(Dollars in Millions)

	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>YTD 2019</u>
Net Debt				
Total long-term debt <sup>1</sup>	\$ 1,447.9	\$ 2,268.1	\$ 2,453.8	\$ 2,461.7
Cash and cash equivalents	844.0	1,278.8	1,198.9	1,209.0
<b>Net Debt</b>	<b>\$ 603.9</b>	<b>\$ 989.3</b>	<b>\$ 1,254.9</b>	<b>\$ 1,252.7</b>
Operating Income & Operating Margin				
Operating income	\$ 458.1	\$ 617.1	\$ 683.1	\$ 163.0
Expenses related to regulatory inquiries and legal accrual	16.3	13.7	10.4	14.5
Expenses incurred responding to attacks on the Company's business model	12.1	5.0	-	-
Expenses incurred for the recovery of re-audit expenses	3.6	-	-	-
China Grant Income	(34.2)	(50.8)	(29.8)	(21.3)
Arbitration award related to the re-audit	(29.7)	-	-	-
FTC Consent Order implementation	10.7	17.7	-	-
Regulatory Settlements	203.0	-	-	-
Venezuela Devaluation Impact	-	-	4.7	-
Insurance Claim Gain				(6.0)
<b>Adjusted operating income</b>	<b>\$ 639.9</b>	<b>\$ 602.7</b>	<b>\$ 668.4</b>	<b>\$ 150.3</b>
Net Sales	\$ 4,488.4	\$ 4,427.7	\$ 4,891.8	\$ 1,172.2
Adjusted Operating Margin <sup>2</sup>	14.3%	13.6%	13.7%	12.8%

<sup>1</sup> See note 4 in the company's consolidated financial statements.

<sup>2</sup> Represents adjusted operating income as a percentage of net sales.