

**Herbalife Nutrition Ltd.**  
**Adjusted SG&A Reconciliation**  
(Dollars in Millions)

	Three Months Ended September 30, 2018	Three Months Ended September 30, 2017
<b>Net Sales</b>	\$ 1,242.8	\$ 1,085.4
<b>Selling, General and Administrative Expenses (GAAP)</b>	\$ 499.4	\$ 445.2
<i>SG&amp;A, as a percentage of Net Sales</i>	40.2%	41.0%
Expenses incurred responding to attacks on the company's business model	\$ -	\$ 1.1
Expenses related to Regulatory inquiries	\$ 1.8	\$ 3.3
Expenses related to the implementation of the FTC Consent Order	\$ -	\$ 3.0
<b>Adjusted SG&amp;A</b>	\$ 497.6	\$ 437.8
<i>Adjusted SG&amp;A, as a percentage of Net Sales</i>	40.0%	40.3%
China member payments	\$ 135.7	\$ 99.5
<b>Adjusted SG&amp;A excluding China member payments</b>	\$ 361.9	\$ 338.3
<i>Adjusted SG&amp;A excluding China member payments, as a percentage of Net Sales</i>	29.1%	31.2%

The Company has included in the table above adjusted results that the Securities Exchange Commission defines as “non-GAAP financial measures”. Management believes that such non-GAAP financial measures, when read in conjunction with the Company’s reported results, can provide useful supplement information for investors analyzing period to period comparisons of the Company’s results.