

Herbalife Nutrition Ltd. FX Translation Impact - Q4 2018

(\$000 except EPS)	<u>Net Sales</u>	<u>Operating Income</u>	<u>Net Income</u>	<u>EPS</u>
2018 Q4 Reported	\$ 1,186,648	\$ 148,152	\$ 48,968	\$ 0.34
Non-GAAP Adjustments ⁽¹⁾	\$ -	\$ 1,590	\$ (40,683)	\$ (0.30)
2018 Q4 Adjusted ⁽¹⁾	\$ 1,186,648	\$ 146,562	\$ 89,650	\$ 0.63
FX Rate Adjustments ⁽²⁾	\$ (60,545)	\$ (11,363)	\$ (8,359)	\$ (0.06)
2018 Q4 FX Adjusted ⁽²⁾	\$ 1,247,194	\$ 157,925	\$ 98,009	\$ 0.69

(1) Excludes items referenced in "Reconciliation of Non-GAAP Financial Measures" of Q4 2018 press release

(2) Adjusted using USD at Q4 2017 avg rates plus other currency related impacts (net revenue hedges, etc) and adjusted for Venezuela

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.

Herbalife Nutrition Ltd.
FX Translation Impact - YTD Dec 2018

(\$000 except EPS)	<u>Net Sales</u>	<u>Operating Income</u>	<u>Net Income</u>	<u>EPS</u>
2018 YTD Reported	\$ 4,891,800	\$ 683,070	\$ 296,629	\$ 1.98
Non-GAAP Adjustments ⁽¹⁾	\$ -	\$ 14,804	\$ (124,688)	\$ (0.89)
2018 YTD Adjusted ⁽¹⁾	\$ 4,891,800	\$ 668,266	\$ 421,317	\$ 2.88
FX Rate Adjustments ⁽²⁾	\$ (38,597)	\$ (9,213)	\$ (6,930)	\$ (0.05)
2018 YTD FX Adjusted ⁽²⁾	\$ 4,930,397	\$ 677,479	\$ 428,247	\$ 2.92

(1) Excludes items referenced in "Reconciliation of Non-GAAP Financial Measures" of Q1, Q2, Q3, and Q4 2018 press releases

(2) Adjusted using USD at 2017 avg rates plus other currency related impacts (net revenue hedges, etc) and adjusted for Venezuela

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Herbalife Nutrition Ltd.
FX Translation Impact - YTD Dec 2017

(\$000 except EPS)	<u>Net Sales</u>	<u>Operating Income</u>	<u>Net Income</u>	<u>EPS</u>
2017 YTD Reported	\$ 4,427,719	\$ 617,071	\$ 213,934	\$ 2.58
Non-GAAP Adjustments ⁽¹⁾	\$ 3,013	\$ 14,487	\$ (188,704)	\$ (2.28)
2017 YTD Adjusted ⁽¹⁾	\$ 4,430,732	\$ 602,584	\$ 402,638	\$ 4.86
FX Rate Adjustments ⁽²⁾	\$ (9,878)	\$ (25,514)	\$ (18,699)	\$ (0.23)
2017 YTD FX Adjusted ⁽²⁾	\$ 4,440,610	\$ 628,098	\$ 421,337	\$ 5.09

(1) Excludes items referenced in "Reconciliation of Non-GAAP Financial Measures" of Q1, Q2, Q3, and Q4 2017 press releases

(2) Adjusted using USD at Q1, Q2, Q3, and Q4 2016 average rate plus impact of net revenue hedges

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.

Herbalife Nutrition Ltd.
FX Translation Impact - YTD Dec 2016

(\$000 except EPS)	<u>Net Sales</u>	<u>Operating Income</u>	<u>Net Income</u>	<u>EPS</u>
2016 YTD Reported	\$ 4,488,386	\$ 458,136	\$ 260,003	\$ 3.02
Non-GAAP Adjustments ⁽¹⁾	\$ 1,699	\$ (181,818)	\$ (157,444)	\$ (1.83)
2016 YTD Adjusted ⁽¹⁾	\$ 4,490,085	\$ 639,954	\$ 417,447	\$ 4.85
FX Rate Adjustments ⁽²⁾	\$ (252,324)	\$ (116,204)	\$ (82,151)	\$ (0.95)
2016 YTD FX Adjusted ⁽²⁾	\$ 4,742,409	\$ 756,158	\$ 499,597	\$ 5.80

(1) Excludes items referenced in "Reconciliation of Non-GAAP Financial Measures" of Q1, Q2, Q3, and Q4 2016 press releases

(2) Adjusted using USD at Q1, Q2, Q3, and Q4 2015 average rate plus impact of net revenue hedges and excluding impact of Venezuela price increases tied to FX rate movement

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.

Herbalife Nutrition Ltd.
FX Translation Impact - YTD Dec 2015

(\$000 except EPS)	<u>Net Sales</u>	<u>Operating Income</u>	<u>Net Income</u>	<u>EPS</u>
2015 YTD Reported	\$ 4,468,988	\$ 583,642	\$ 339,098	\$ 3.97
Non-GAAP Adjustments ⁽¹⁾	\$ -	\$ (57,922)	\$ (83,216)	\$ (0.98)
2015 YTD Adjusted ⁽¹⁾	\$ 4,468,988	\$ 641,564	\$ 422,314	\$ 4.95
FX Rate Adjustments ⁽²⁾	\$ (621,907)	\$ (199,435)	\$ (142,416)	\$ (1.62)
2015 YTD FX Adjusted ⁽²⁾	\$ 5,090,894	\$ 840,999	\$ 564,730	\$ 6.57

(1) Excludes items referenced in "Reconciliation of Non-GAAP Financial Measures" of Q1, Q2, Q3, and Q4 2015, and Q3 2016 press releases

(2) Adjusted using USD at Q1, Q2, Q3, and Q4 2014 average rate plus impact of net revenue hedges and excluding impact of Venezuela price increases tied to FX rate movement

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.