

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

	Three Months Ended June 30, 2018	Three Months Ended June 30, 2017
Net Sales	\$ 1,285.5	\$ 1,146.9
Selling, General and Administrative Expenses (GAAP)	\$ 510.2	\$ 443.2
<i>SG&A, as a percentage of Net Sales</i>	39.7%	38.6%
Expenses incurred responding to attacks on the company's business model	\$ -	\$ 1.6
Expenses related to Regulatory inquiries	\$ 2.0	\$ 2.9
Expenses related to the implementation of the FTC Consent Order	\$ -	\$ 5.2
Adjusted SG&A	\$ 508.2	\$ 433.5
<i>Adjusted SG&A, as a percentage of Net Sales</i>	39.5%	37.8%
China member payments	\$ 151.7	\$ 105.8
Adjusted SG&A excluding China member payments	\$ 356.5	\$ 327.7
<i>Adjusted SG&A excluding China member payments, as a percentage of Net Sales</i>	27.7%	28.6%

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.