

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

|  | Three Months Ended<br>December 31,<br>2018 | Three Months Ended<br>December 31,<br>2017 |
|--|--|--|
| <b>Net Sales</b>   | \$ 1,186.6                                 | \$ 1,093.3                                 |
| <b>Selling, General and Administrative Expenses (GAAP)</b>                             | \$ 485.5                                   | \$ 431.6                                   |
| <i>SG&amp;A, as a percentage of Net Sales</i>  | 40.9%                                      | 39.5%                                      |
| Expenses incurred responding to attacks on the company's business model                | \$ -                                       | \$ 0.8                                     |
| Expenses related to Regulatory inquiries   | \$ 4.3                                     | \$ 3.7                                     |
| Expenses related to the implementation of the FTC Consent Order                        | \$ -                                       | \$ 1.0                                     |
| <b>Adjusted SG&amp;A</b>   | \$ 481.2                                   | \$ 426.1                                   |
| <i>Adjusted SG&amp;A, as a percentage of Net Sales</i>                                 | 40.6%                                      | 39.0%                                      |
| China member payments  | \$ 124.9                                   | \$ 102.6                                   |
| <b>Adjusted SG&amp;A excluding China member payments</b>                               | \$ 356.3                                   | \$ 323.5                                   |
| <i>Adjusted SG&amp;A excluding China member payments, as a percentage of Net Sales</i> | 30.0%                                      | 29.6%                                      |

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.