

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

	Three Months Ended March 31, 2017	Three Months Ended March 31, 2016
Net Sales	\$ 1,102.1	\$ 1,119.6
Selling, General and Administrative Expenses (GAAP)	\$ 438.6	\$ 427.1
<i>SG&A, as a percentage of Net Sales</i>	39.8%	38.1%
Expenses incurred responding to attacks on the company's business model	\$ 1.5	\$ 2.9
Expenses related to Regulatory inquiries	\$ 3.8	\$ 7.6
Expenses incurred for the recovery of re-audit expenses	\$ -	\$ 1.4
Expenses related to the implementation of the FTC Consent Order	\$ 5.5	\$ -
Adjusted SG&A	\$ 427.80	\$ 415.2
<i>Adjusted SG&A, as a percentage of Net Sales</i>	38.8%	37.1%
China member payments	\$ 111.6	\$ 102.5
Adjusted SG&A excluding China member payments	\$ 316.2	\$ 312.7
<i>Adjusted SG&A excluding China member payments, as a percentage of Net Sales</i>	28.7%	27.9%

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 supplemental information for investors analyzing period to period comparisons of the Company’s results