

Herbalife Regional Key Metrics - Reclassified for 6 Regions

| | Q1 | Q2 | Q3 | Q4 | 2015 | Q1 | Q2 | Q3 | Q4 | 2016 | Q1 | Q2 | Q3 | Q4 | 2017 |
|--|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------------------|----|----|----|-----------|
| EMEA | | | | | | | | | | | | | | | |
| Volume Points (in 000) | 228,414 | 228,283 | 219,009 | 246,610 | 922,317 | 260,721 | 276,879 | 252,000 | 259,999 | 1,049,598 | 274,194 | | | | 274,194 |
| Net Sales (\$ in 000) | 186,436 | 193,724 | 182,477 | 192,443 | 755,080 | 198,381 | 219,077 | 201,498 | 196,676 | 815,632 | 209,757 | | | | 209,757 |
| New Members | 80,462 | 93,617 | 83,342 | 89,553 | 346,974 | 94,360 | 105,938 | 91,485 | 82,204 | 373,987 | 91,200 | | | | 91,200 |
| Avg Sales Leaders with VP | 69,256 | 71,221 | 74,741 | 79,594 | 73,703 | 77,380 | 80,268 | 84,125 | 88,171 | 82,486 | 87,364 | | | | 87,364 |
| Total Sales Leaders | 84,665 | 93,420 | 102,283 | 110,804 | 110,804 | 90,464 | 101,176 | 111,463 | 120,484 | 120,484 | 103,985 | | | | 103,985 |
| Mexico | | | | | | | | | | | | | | | |
| Volume Points (in 000) | 203,369 | 219,992 | 207,198 | 212,357 | 842,916 | 215,903 | 242,663 | 234,542 | 226,710 | 919,818 | 225,440 | | | | 225,440 |
| Net Sales (\$ in 000) | 123,613 | 129,185 | 113,437 | 113,655 | 479,890 | 109,676 | 119,296 | 112,858 | 104,792 | 446,622 | 104,814 | | | | 104,814 |
| New Members | 45,705 | 51,760 | 50,654 | 46,549 | 194,668 | 53,251 | 68,091 | 56,650 | 48,543 | 226,535 | 52,716 | | | | 52,716 |
| Avg Sales Leaders with VP | 65,340 | 64,600 | 64,640 | 66,086 | 65,167 | 63,492 | 65,073 | 68,380 | 70,499 | 66,861 | 68,615 | | | | 68,615 |
| Total Sales Leaders | 84,088 | 88,484 | 94,042 | 99,100 | 99,100 | 69,060 | 75,975 | 83,619 | 89,595 | 89,595 | 76,935 | | | | 76,935 |
| North America | | | | | | | | | | | | | | | |
| Volume Points (in 000) | 297,832 | 305,454 | 285,029 | 267,644 | 1,155,958 | 319,516 | 347,036 | 311,572 | 270,503 | 1,248,627 | 302,584 | | | | 302,584 |
| Net Sales (\$ in 000) | 226,678 | 230,407 | 219,417 | 203,376 | 879,518 | 245,994 | 266,556 | 241,022 | 202,063 | 955,635 | 229,857 | | | | 229,857 |
| New Members | 63,102 | 65,026 | 62,561 | 51,271 | 241,960 | 83,276 | 92,012 | 66,575 | 49,496 | 291,359 | 18,652 | | | | 18,652 |
| USA New Preferred Members | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 63,050 | | | | 63,050 |
| Avg Sales Leaders with VP | 77,480 | 75,856 | 77,066 | 76,408 | 76,702 | 74,631 | 77,596 | 81,035 | 80,062 | 78,331 | 58,286 ⁽²⁾ | | | | 58,286 |
| Total Sales Leaders | 90,892 | 98,251 | 105,094 | 112,133 | 112,133 | 82,048 | 93,120 | 102,216 | 110,317 | 110,317 | 62,253 ⁽²⁾ | | | | 62,253 |
| South & Central America | | | | | | | | | | | | | | | |
| Volume Points (in 000) | 210,492 | 173,061 | 188,743 | 196,126 | 768,423 | 177,815 | 160,297 | 161,070 | 163,873 | 663,055 | 153,271 | | | | 153,271 |
| Net Sales (\$ in 000) | 161,747 | 133,435 | 138,044 | 136,417 | 569,644 | 127,050 | 119,839 | 120,970 | 120,880 | 488,738 | 122,404 | | | | 122,404 |
| New Members | 150,971 | 132,119 | 141,388 | 119,328 | 543,806 | 111,258 | 95,662 | 91,567 | 75,781 | 374,268 | 76,648 | | | | 76,648 |
| Avg Sales Leaders with VP | 62,971 | 57,868 | 60,726 | 61,746 | 60,828 | 56,851 | 54,510 | 56,025 | 56,953 | 56,085 | 53,448 | | | | 53,448 |
| Total Sales Leaders | 90,725 | 96,434 | 102,952 | 110,349 | 110,349 | 79,768 | 86,599 | 92,945 | 99,660 | 99,660 | 75,198 | | | | 75,198 |
| Asia-Pacific | | | | | | | | | | | | | | | |
| Volume Points (in 000) | 265,915 | 271,175 | 258,005 | 269,402 | 1,064,497 | 249,539 | 277,780 | 275,860 | 273,192 | 1,076,371 | 260,782 | | | | 260,782 |
| Net Sales (\$ in 000) | 242,752 | 239,129 | 224,603 | 232,129 | 938,613 | 221,116 | 234,538 | 231,461 | 225,893 | 913,008 | 219,871 | | | | 219,871 |
| New Members | 162,400 | 166,481 | 160,727 | 145,378 | 634,986 | 138,763 | 142,780 | 141,594 | 126,123 | 549,260 | 94,115 | | | | 94,115 |
| India New Preferred Members | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 20,184 | | | | 20,184 |
| Avg Sales Leaders with VP | 74,767 | 75,051 | 77,130 | 78,078 | 76,256 | 71,301 | 73,206 | 76,315 | 78,690 | 74,878 | 76,526 ⁽²⁾ | | | | 76,526 |
| Total Sales Leaders | 131,061 | 144,508 | 156,848 | 170,878 | 170,878 | 111,616 | 125,433 | 138,939 | 152,851 | 152,851 | 118,898 ⁽²⁾ | | | | 118,898 |
| China | | | | | | | | | | | | | | | |
| Volume Points (in 000) | 113,684 | 163,952 | 149,752 | 154,185 | 581,573 | 155,194 | 179,687 | 153,269 | 136,504 | 624,653 | 182,012 | | | | 182,012 |
| Net Sales (\$ in 000) | 164,146 | 236,843 | 224,840 | 220,415 | 846,243 | 217,337 | 242,557 | 214,179 | 194,678 | 868,751 | 215,559 | | | | 215,559 |
| New Sales Representatives ⁽¹⁾ | 20,935 | 38,018 | 25,028 | 33,063 | 117,044 | 34,180 | 38,737 | 27,889 | 23,076 | 123,882 | 24,610 | | | | 24,610 |
| Avg Service Providers with VP ⁽¹⁾ | 20,277 | 23,906 | 25,696 | 27,275 | 24,289 | 28,291 | 31,391 | 31,719 | 32,630 | 31,008 | 31,854 | | | | 31,854 |
| Total Service Providers | 33,331 | 39,046 | 45,327 | 51,569 | 51,569 | 43,804 | 51,701 | 58,060 | 63,542 | 63,542 | 49,015 | | | | 49,015 |
| Total Company | | | | | | | | | | | | | | | |
| Volume Points (in 000) | 1,319,706 | 1,361,917 | 1,307,736 | 1,346,324 | 5,335,684 | 1,378,687 | 1,484,342 | 1,388,313 | 1,330,780 | 5,582,123 | 1,398,284 | | | | 1,398,284 |
| Net Sales (\$ in 000) | 1,105,372 | 1,162,363 | 1,102,818 | 1,098,435 | 4,468,988 | 1,119,554 | 1,201,863 | 1,121,986 | 1,044,982 | 4,488,386 | 1,102,260 | | | | 1,102,260 |
| Total New Members | 523,575 | 547,021 | 523,700 | 485,142 | 2,079,438 | 515,088 | 543,220 | 475,760 | 405,223 | 1,939,291 | 357,941 ⁽³⁾ | | | | 357,941 |
| Avg Sales Leaders with VP | 357,465 | 356,357 | 367,557 | 377,219 | 364,649 | 358,742 | 367,891 | 383,274 | 394,655 | 376,141 | 364,288 ⁽²⁾ | | | | 364,288 |
| Total Sales Leaders | 514,762 | 560,143 | 606,546 | 654,833 | 654,833 | 476,760 | 534,004 | 587,242 | 636,449 | 636,449 | 486,284 ⁽²⁾ | | | | 486,284 |

⁽¹⁾ Chinese Marketing Plan equivalent of New Members, Average New Members with VP and Average Sales Leaders with VP, respectively. China numbers are included in Total Company figures.

⁽²⁾ Excludes Sales Leaders that have converted to Preferred Members

⁽³⁾ Excludes New Preferred Members in the USA and India