

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

	Three Months Ended	Three Months Ended
	June 30, 2017	June 30, 2016
Net Sales	\$ 1,146.9	\$ 1,201.8
Selling, General and Administrative Expenses (GAAP)	\$ 443.2	\$ 676.8
<i>SG&A, as a percentage of Net Sales</i>	38.6%	56.3%
Expenses incurred responding to attacks on the company's business model	\$ 1.6	\$ 4.6
Expenses related to Regulatory inquiries	\$ 2.9	\$ 2.5
Expenses incurred for the recovery of re-audit expenses	\$ -	\$ 1.9
Expenses related to the implementation of the FTC Consent Order	\$ 5.2	\$ -
Regulatory settlements		\$ 203.0
Adjusted SG&A	\$ 433.5	\$ 464.8
<i>Adjusted SG&A, as a percentage of Net Sales</i>	37.8%	38.7%
China member payments	\$ 105.8	\$ 115.8
Adjusted SG&A excluding China member payments	\$ 327.7	\$ 349.0
<i>Adjusted SG&A excluding China member payments, as a percentage of Net Sales</i>	28.6%	29.0%

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.