

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

	Three Months Ended September 30, 2017	Three Months Ended September 30, 2016
<b>Net Sales</b>	\$ 1,085.4	\$ 1,122.0
<b>Selling, General and Administrative Expenses (GAAP)</b>	\$ 445.2	\$ 441.3
<i>SG&amp;A, as a percentage of Net Sales</i>	41.0%	39.3%
Expenses incurred responding to attacks on the company's business model	\$ 1.1	\$ 3.1
Expenses related to Regulatory inquiries	\$ 3.3	\$ 3.8
Expenses incurred for the recovery of re-audit expenses	\$ -	\$ 0.2
Expenses related to the implementation of the FTC Consent Order	\$ 3.0	\$ 5.3
<b>Adjusted SG&amp;A</b>	\$ 437.80	\$ 428.9
<i>Adjusted SG&amp;A, as a percentage of Net Sales</i>	40.3%	38.2%
China member payments	\$ 99.5	\$ 100.2
<b>Adjusted SG&amp;A excluding China member payments</b>	\$ 338.3	\$ 328.7
<i>Adjusted SG&amp;A excluding China member payments, as a percentage of Net Sales</i>	31.2%	29.3%

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.