

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

	Three Months Ended December 31, 2017	Three Months Ended December 31, 2016
Net Sales	\$ 1,093.3	\$ 1,045.0
Selling, General and Administrative Expenses (GAAP)	\$ 431.6	\$ 421.7
<i>SG&A, as a percentage of Net Sales</i>	39.5%	40.4%
Expenses incurred responding to attacks on the company's business model	\$ 0.8	\$ 1.4
Expenses related to regulatory inquiries	\$ 3.7	\$ 2.4
Expenses incurred for the recovery of re-audit expenses	\$ -	\$ 0.1
Expenses related to the implementation of the FTC Consent Order	\$ 1.0	\$ 3.7
Adjusted SG&A	\$ 426.1	\$ 414.1
<i>Adjusted SG&A, as a percentage of Net Sales</i>	39.0%	39.6%
China member payments	\$ 102.6	\$ 88.6
Adjusted SG&A excluding China member payments	\$ 323.5	\$ 325.5
<i>Adjusted SG&A excluding China member payments, as a percentage of Net Sales</i>	29.6%	31.1%

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.