

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

	Three Months Ended September 30, 2021	Three Months Ended September 30, 2020
Net Sales	\$ 1,430.9	\$ 1,521.8
Selling, General and Administrative Expenses (GAAP)	\$ 486.3	\$ 529.7
<i>SG&A, as a percentage of Net Sales</i>	34.0%	34.8%
Expenses related to regulatory inquiries and legal accruals	\$ -	\$ 0.4
Net expenses related to COVID 19 pandemic	\$ 2.5	\$ 2.0
Expenses related to transformation initiatives	\$ 3.7	\$ -
Adjusted SG&A	\$ 480.1	\$ 527.3
<i>Adjusted SG&A, as a percentage of Net Sales</i>	33.6%	34.6%
China member payments	\$ 85.9	\$ 124.1
Adjusted SG&A excluding China member payments	\$ 394.2	\$ 403.2
<i>Adjusted SG&A excluding China member payments, as a percentage of Net Sales</i>	27.5%	26.5%

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.