



Herbalife Nutrition Investor Presentation

March 2018

Forward-Looking Statements

This presentation contains, and our officers and representatives during this presentation may from time to time make, forward-looking statements, such as statements relating to projections of results of operations and financial condition, plans, strategies and objectives of management for future operations and proposed new developments. Forward-looking statements may include the words “may,” “will,” “estimate,” “intend,” “continue,” “believe,” “expect,” “anticipate” and any other similar words. Such forward-looking statements are subject to change and to inherent risks and uncertainties that could cause Herbalife Nutrition’s actual results, performance and achievements, or industry results, to differ materially from estimates or projections in forward-looking statements made by or on behalf of Herbalife Nutrition. For more information regarding these risks and uncertainties, please review Herbalife Nutrition’s filings with the Securities and Exchange Commission, or the “SEC,” including the risks disclosed under the headings “Risk Factors” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in Herbalife Nutrition’s annual, quarterly and other reports. Herbalife Nutrition does not undertake to update or release any revisions to any forward-looking statement or to report any events or circumstances after the date of this presentation to reflect any changes in any forward-looking statement or the occurrence of unanticipated events, except as required by law. In addition, this presentation may contain certain financial performance measures that differ from comparable measures contained in our financial statements prepared in accordance with US generally accepted accounting principles, referred to by the SEC as non-GAAP financial measures. Herbalife Nutrition believes that these non-GAAP financial measures assist management and investors in evaluating our performance and preparing period to period results of operations in a more meaningful and consistent manner, as discussed in greater detail in the schedules to our earnings releases, which can be found in the investor relations section of our website, ir.herbalife.com. In addition, a reconciliation of non-GAAP financial measures to the most directly comparable GAAP measures is also contained in the Appendix to this presentation. Additionally, when management makes reference to volumes in this presentation, it is referring to volume points.

Herbalife Nutrition Today

- Global Nutrition Company
- Founded in 1980
- 2017 Net Sales of \$4.4 billion
- 2017 EBITDA of \$717 million
- Strong Balance Sheet
- Returned approximately \$4.5 billion of capital to shareholders since 2007
- Independent MLM Distributor network with operations in more than 90 countries
- Approximately 8,300 employees worldwide
- High quality products to pursue an active, healthy lifestyle
 - Weight management, including the #1 meal replacement product¹
 - Vitamins & nutritional supplements
 - Sports & fitness nutrition
 - Skin and haircare products



Why Herbalife Nutrition (NYSE: HLF)?

Herbalife Nutrition provides a long-term growth opportunity

- Ideally positioned to take advantage of global trends in health and wellness and rising entrepreneurship
- Unique, effective and personalized distribution channel supported by education, training and social support communities to help drive customer results
- Great-tasting, quality products and industry-leading infrastructure
- Core Strategies:
 - Leveraging Technology
 - Creating a culture of innovation
 - Accelerating the launch of new products
 - Strengthening our distributor difference through education and training

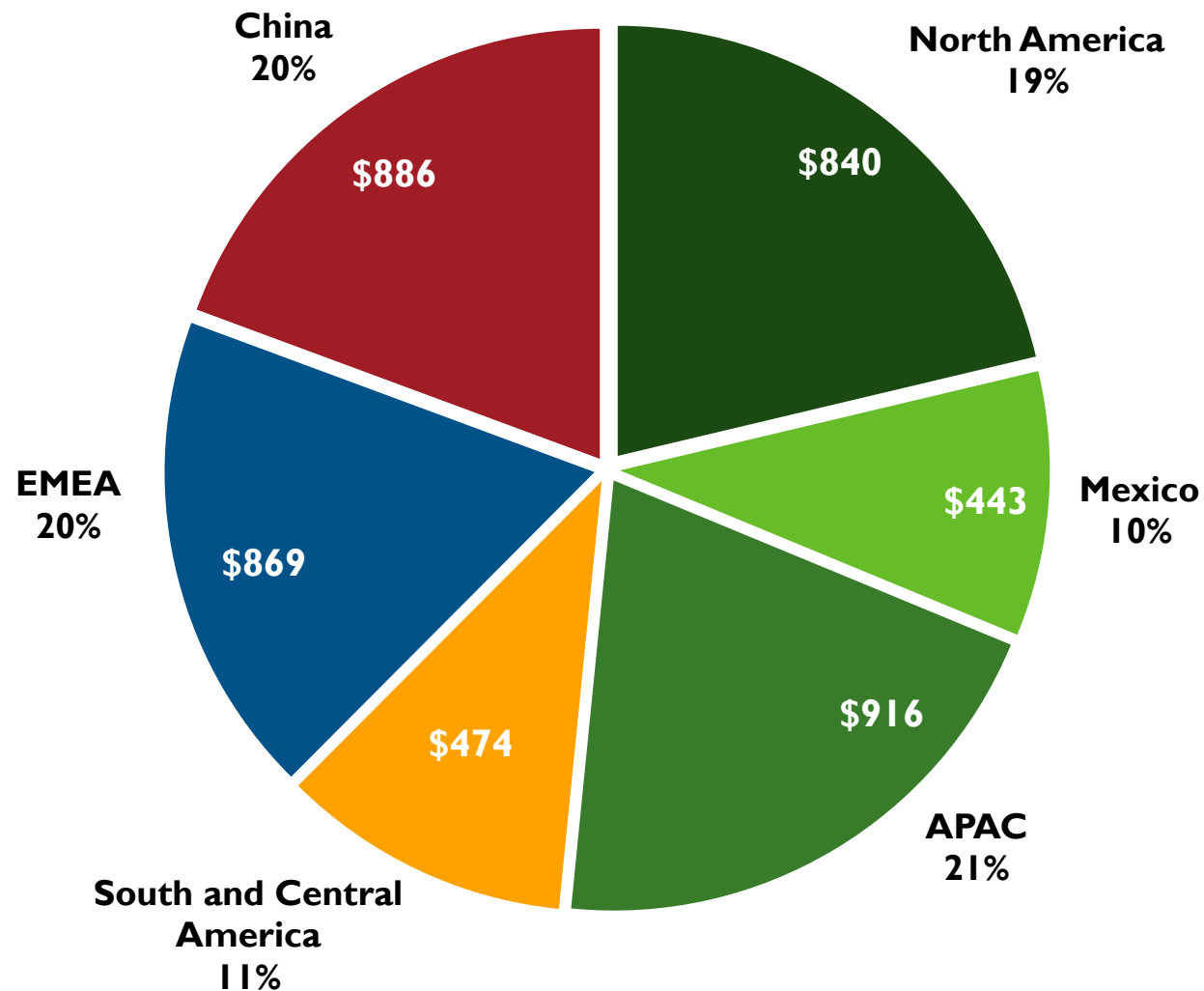


**HERBALIFE
NUTRITION**

Financial performance and cash flow

Geographically Diversified – Net Sales by Region

(in millions)



Source: Herbalife Nutrition Filings
 Note: Net sales is for FY 2017

Global Volume Points / Net Sales

(in millions)

	Volume Points		Net Sales		Constant Currency Net Sales	
	FY 2017	YOY %	FY 2017	YOY %	FY 2017	YOY %
NORTH AMERICA	1,099.0	(12.0%)	\$840.2	(12.1%)	\$839.8	(12.1%)
MEXICO	875.4	(4.8%)	\$442.7	(0.9%)	\$448.7	0.5%
ASIA PACIFIC	1,089.2	1.2%	\$915.9	0.3%	\$904.8	(0.9%)
SOUTH AND CENTRAL AMERICA	593.9	(10.4%)	\$474.3	(2.9%)	\$490.6	0.4%
EMEA	1,088.5	3.7%	\$868.7	6.5%	\$850.0	4.2%
CHINA	633.4	1.4%	\$885.9	2.0%	\$903.7	4.0%
TOTAL	5,379.4	(3.6%)	\$4,427.7	(1.4%)	\$4,437.6	(1.1%)

Source: Herbalife Nutrition Filings

Note: Some data is non-GAAP; See Appendix: "Reconciliation for GAAP and Adjusted Financials"; when management makes reference to volumes in this presentation, it is referring to volume points

Strong Balance Sheet

(in millions)

	2015	2016	2017
CASH	\$889.8	\$844.0	\$1,278.8
DEBT	\$1,622.0	\$1,447.9	\$2,268.1
NET DEBT	\$732.2	\$603.9	\$989.3
LTM EBITDA (REPORTED)	\$679.4	\$556.5	\$717.2
LTM EBITDA (ADJUSTED ')	\$739.6	\$738.3	\$702.3
NET DEBT / EBITDA (REPORTED)	1.1x	1.1x	1.4x
NET DEBT / EBITDA (ADJUSTED')	1.0x	0.8x	1.4x

Source: Herbalife Nutrition Filings

Note: Some data is non-GAAP; See Appendix: "Reconciliation for GAAP and Adjusted Financials"

Cumulative Use of Cash

(in millions)

	2007 – 2017
NET INCOME (REPORTED)	\$3,435.9
CHANGE IN NET DEBT	\$1,647.8
TOTAL AVAILABLE CASH	\$5,083.7
BUYBACKS	\$3,903.6
DIVIDENDS	\$568.7
BUYBACKS / DIVIDENDS COMBINED	\$4,472.3

88%

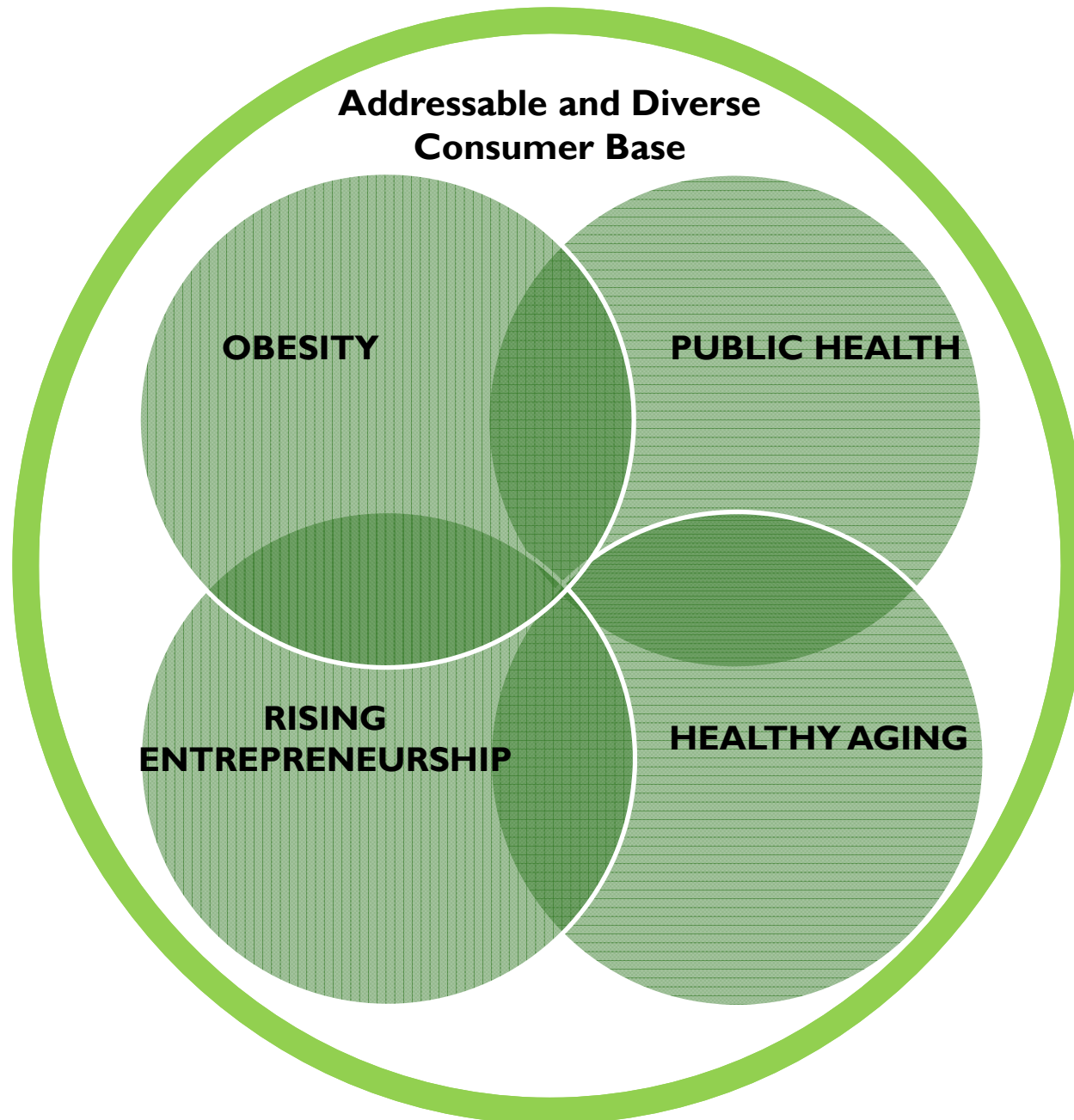
**TOTAL CASH RETURNED TO
SHAREHOLDERS AS A
PERCENTAGE OF NET
INCOME + INCREMENTAL
DEBT**

2017

- \$1.45B CREDIT FACILITY
- \$1.50B BOARD APPROVED SHARE BUYBACK AUTHORIZATION
- EXECUTED \$787MM OF SHARE BUYBACK

Appendix

Key Megatrends Affecting Consumers



Families Living in Lower Income Neighborhoods Are More Likely to be Obese

HEALTH STATUS

SOUTH L.A. ADULTS ARE

2X

LESS LIKELY TO EAT FIVE OR MORE SERVINGS OF FRUITS AND VEGETABLES A DAY THAN ADULTS IN WEST L.A.

SOUTH L.A. CHILDREN ARE

2X &

ADULTS ARE **3X**

AS LIKELY TO BE OBESE

SOUTH L.A.'S
DIABETES DEATH RATE IS

3.5X

HIGHER THAN WEST L.A.'S

WEST L.A.

3,763

PEOPLE PER GROCERY STORE

16

FARMERS MARKETS

41%

OF RESTAURANTS ARE FAST FOOD
(or limited service)

Example

WEST L.A.
population
637,129

SOUTH L.A.
population
1,009,550

SOUTH L.A.

5,957

PEOPLE PER GROCERY STORE

6

FARMERS MARKETS

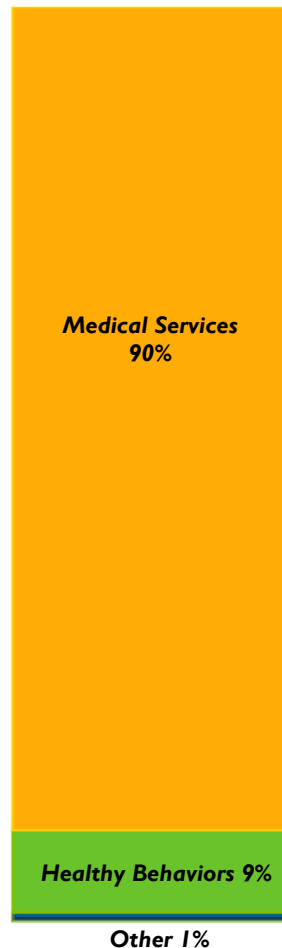
72%

OF RESTAURANTS ARE FAST FOOD
(or limited service)

The Opportunity to Divert Spending from Medical Services to Nutrition and Wellness

2013 US health-related spend ¹:

What we **spend** on
being healthy



What **makes** us
healthy



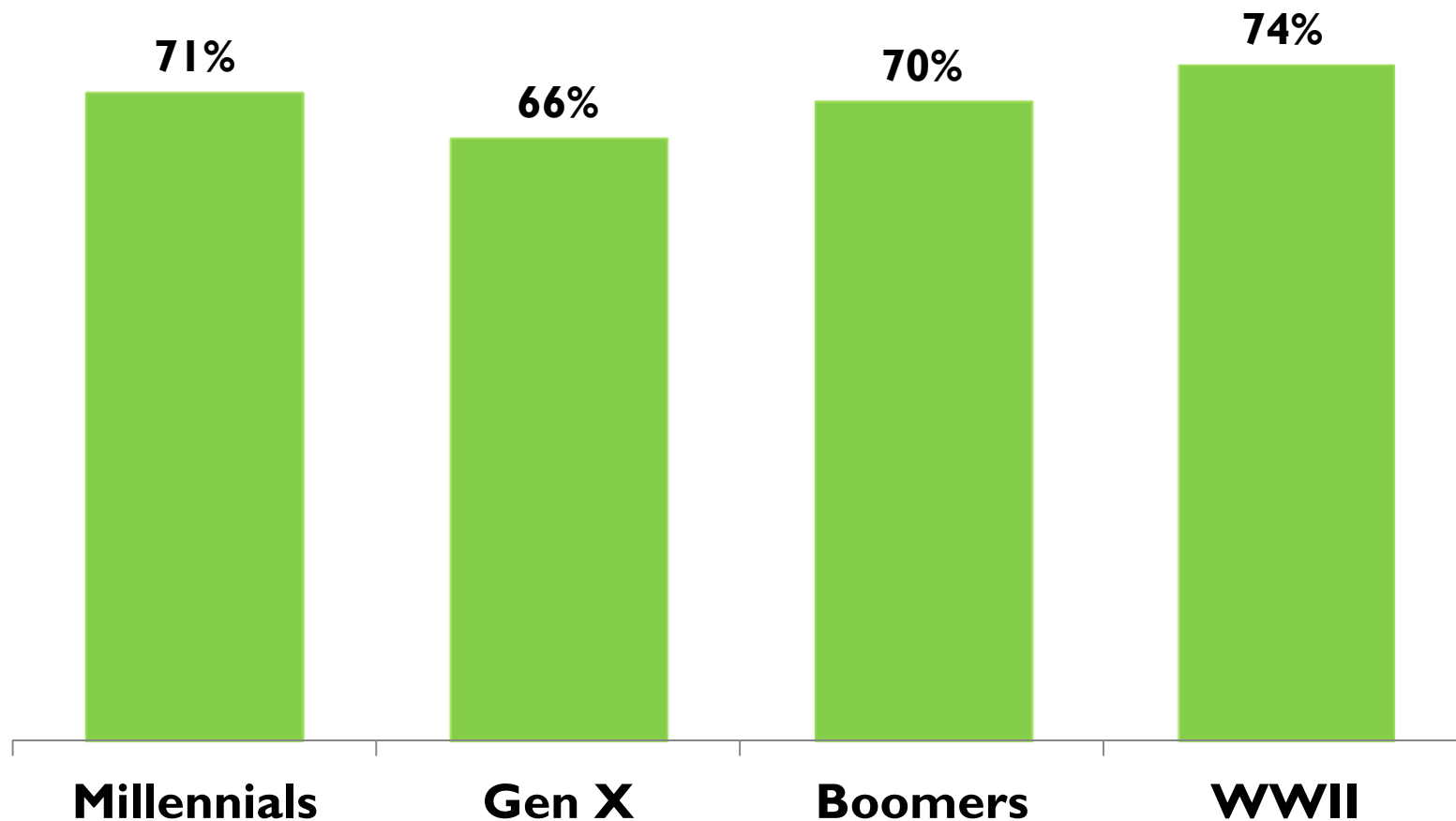
**Global Consumer
Health Spend was
\$217 Billion in 2016 ²**

Note:

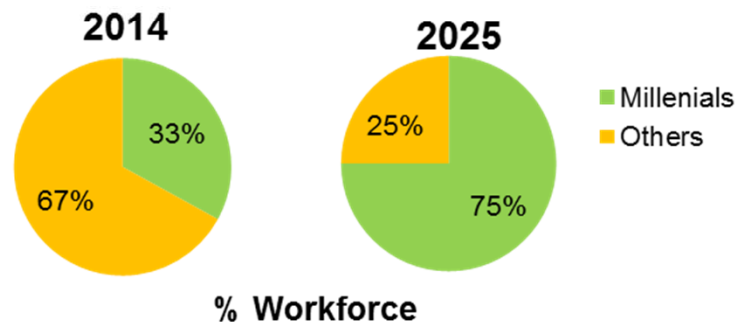
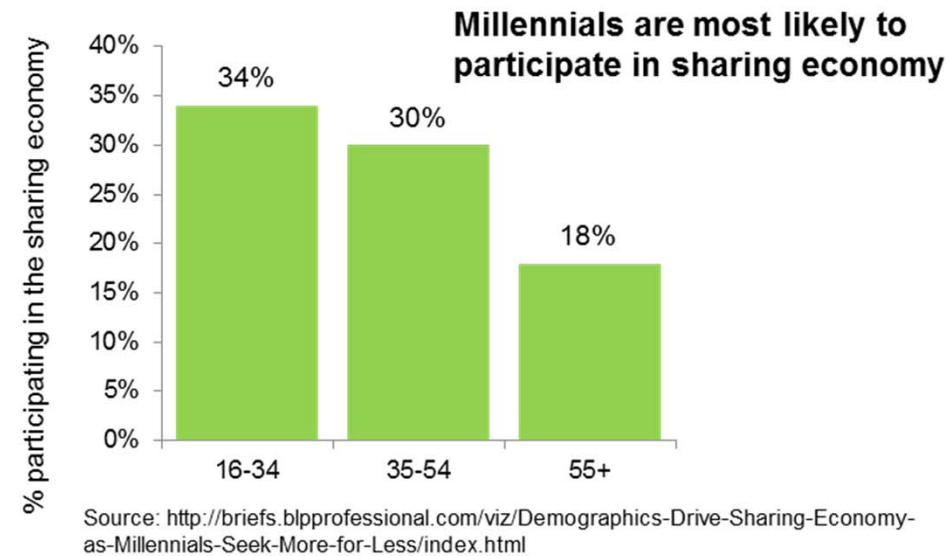
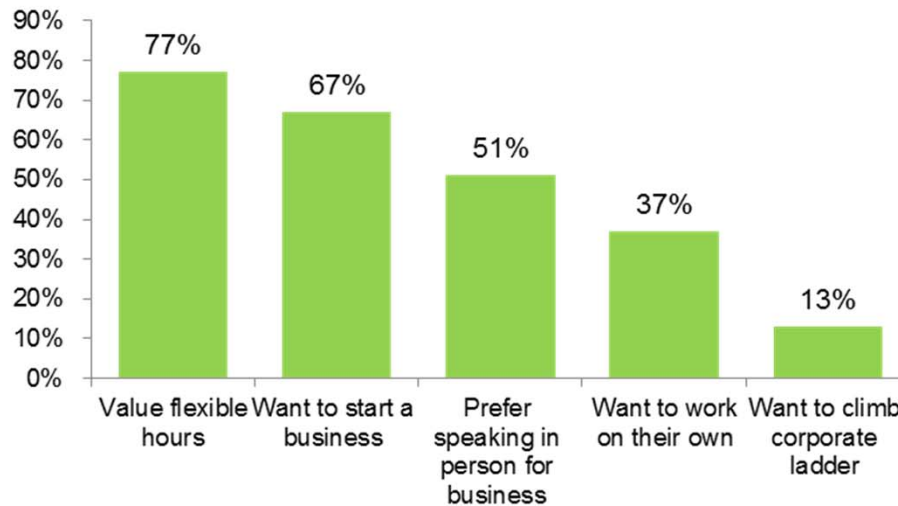
1. Better Policies for a Healthier America 2014
2. Euromonitor International

Healthy aging appeals to all generations

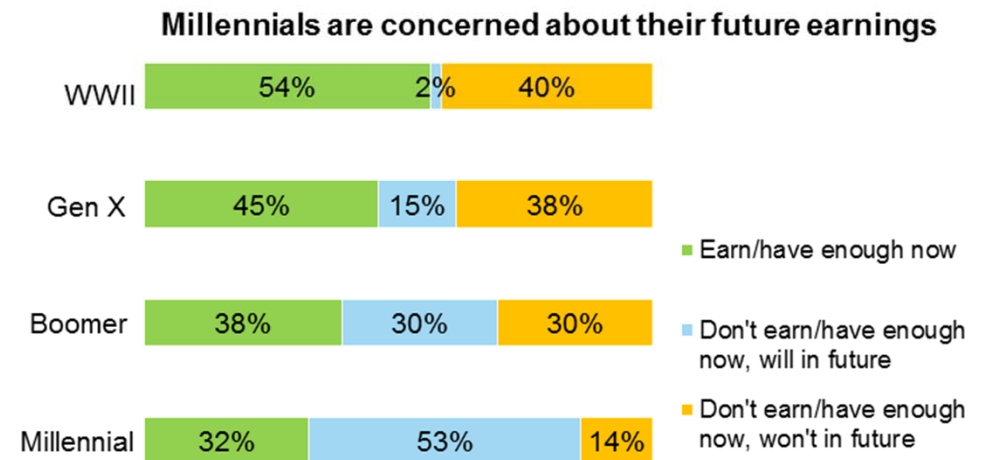
Percentage of each generation seeking healthy aging products:



Rising Entrepreneurship: Millennials Lead



Source: <http://www.forbes.com/sites/robassghar/2014/11/11/study-millennials-are-the-true-entrepreneur-generation/>



Source: <http://www.pewsocialtrends.org/2014/03/07/millennials-in-adulthood/>
 Excludes "Don't know/Refused" responses.

Herbalife Nutrition – The Last Mile:

Traditional Consumer Packaged Goods (CPG) Distribution Model



+

Limited Customer
Engagement

=

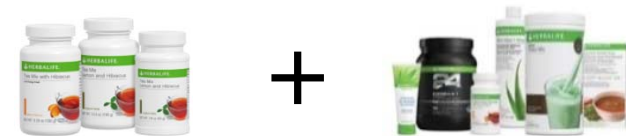


VS.

The Competitive Alternative

HERBALIFE
NUTRITION

Broad Range of Products



+

The Last Mile
(Direct Sales Channel)

=



Our Last Mile Value Add:

People lose weight and achieve nutritional goals much better as part of a social group



Research: Social Support Can Help You Lose Weight

People lose weight and achieve nutritional goals much better as part of a social group

- Researchers at the University of Pennsylvania recruited 166 people to participate in a weight-loss program either alone or with three friends or family members.
- Among those who embarked on the program with friends, 95 percent completed the program compared to only 76 percent of those who dieted solo.
- After 10 months, 66 percent of the group dieters had maintained their weight loss compared to only 24 percent of those who were on their own ¹
- “It’s easier to stick with a weight loss plan when you have support” ²
- “The studies are unequivocal - people who attend support groups as part of a comprehensive weight-loss program lose more weight than those who go it alone. Some things are hard to do alone” ³



By MICHELLE CASTILLO | CBS NEWS | October 16, 2013, 1:53 PM

Want to lose weight? Group programs may work better than doing it alone

Group mentality isn't necessarily a bad thing: A new study shows that people who took part in community-based weight loss programs lost more weight than those who were trying to shed pounds on their own.

ScienceDaily
Your source for the latest research news

Weight loss can be contagious, study suggests

Date: February 14, 2012

Source: Lifespan

Summary: Researchers have found that teammates in a team-based weight loss competition significantly influenced each other's weight loss, suggesting that weight loss can be contagious.

Source: CBS News; Science Daily

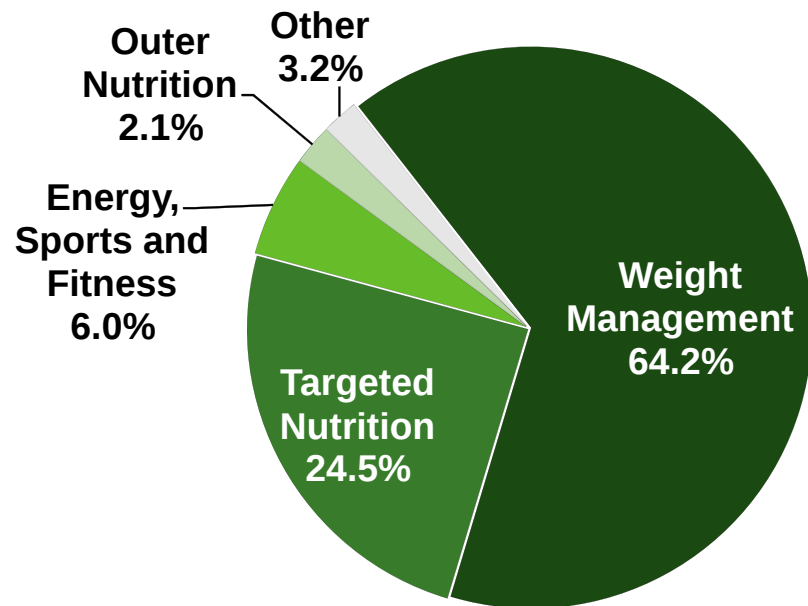
Note:

1. University of Pennsylvania
2. American Psychology Association
3. Reader's Digest

Leader in Providing High Quality Products

- Ingredient traceability
- Leverage strength of large global companies

Sales by Category



Top Selling Product



Top Suppliers



Division of 



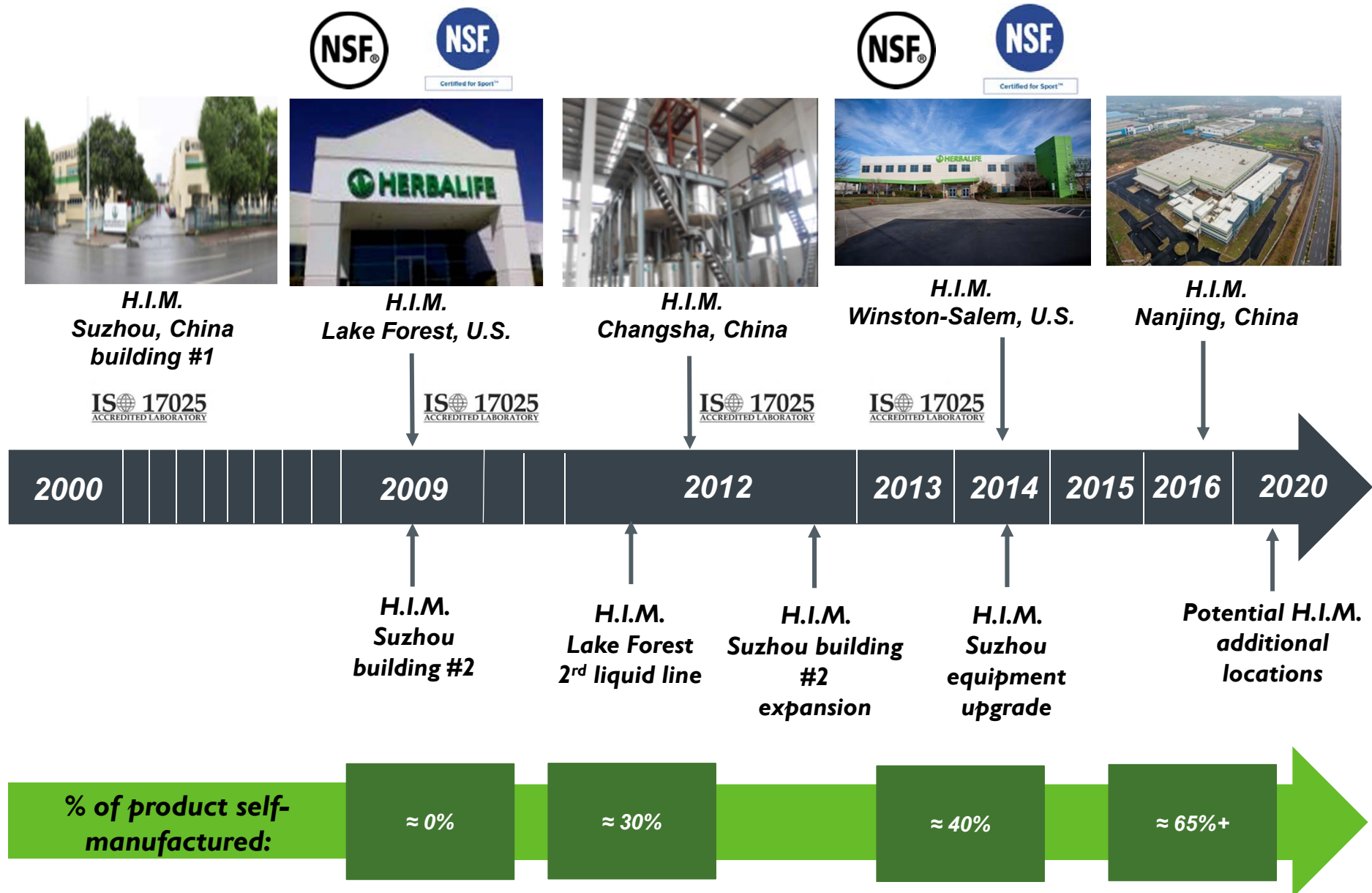
Archer Daniels
Midland



Division of 



Industry-Leading Manufacturing



Reconciliation for GAAP and Adjusted Financials

YTD Dec'17 Impact of Carve-outs (\$mm)								
	Net Sales	COGS	SG&A	Other OI	Interest	Tax	Net Income	EPS
Non-cash interest expense related to convertible notes	\$0.0	\$0.0	\$0.0	\$0.0	\$47.7	\$0.0	\$47.7	\$0.58
Expenses related to regulatory implementation	\$3.0	\$0.0	\$14.7	\$0.0	\$0.0	(\$6.1)	\$11.6	\$0.14
Expenses related to regulatory inquires	\$0.0	\$0.0	\$13.7	\$0.0	\$0.0	(\$4.7)	\$9.0	\$0.11
Expenses related to short-seller activities	\$0.0	\$0.0	\$5.0	\$0.0	\$0.0	(\$1.2)	\$3.8	\$0.05
China Grant Income	\$0.0	\$0.0	\$0.0	(\$50.8)	\$0.0	\$14.6	(\$36.2)	(\$0.44)
US Tax Reform	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$153.3	\$153.3	\$1.85

YTD Dec '16 Impact of Carve-outs (\$mm)								
	Net Sales	COGS	SG&A	Other OI	Interest/Other	Tax	Net Income	EPS
Regulatory Settlements	\$0.0	\$0.0	\$203.0	\$0.0	\$0.0	(\$70.0)	\$133.0	\$1.54
Non-cash interest expense related to convertible notes	\$0.0	\$0.0	\$0.0	\$0.0	\$45.1	\$0.0	\$45.1	\$0.52
Expenses related to regulatory inquires	\$0.0	\$0.0	\$16.3	\$0.0	\$0.0	(\$5.5)	\$10.8	\$0.13
Expenses related to short-seller activities	\$0.0	\$0.0	\$12.1	\$0.0	\$0.0	(\$3.0)	\$9.0	\$0.11
Expenses related to regulatory implementation	(\$1.7)	\$0.0	\$9.0	\$0.0	\$0.0	(\$3.6)	\$7.1	\$0.08
KPMG Recovery	\$0.0	\$0.0	\$3.6	\$0.0	\$0.0	(\$1.0)	\$2.6	\$0.03
China Grant Income	\$0.0	\$0.0	\$0.0	(\$34.2)	\$0.0	\$9.8	(\$24.3)	(\$0.28)
KPMG Award	\$0.0	\$0.0	\$0.0	(\$29.7)	\$0.0	\$3.9	(\$25.8)	(\$0.30)

YTD Dec '15 Impact of Carve-outs (\$mm)								
	Net Sales	COGS	SG&A	Other OI	Interest/Other	Tax	Net Income	EPS
Non-cash interest expense related to convertible notes	\$0.0	\$0.0	\$0.0	\$0.0	\$42.2	\$0.0	\$42.2	\$0.49
Venezuela Remeasurement, Impairment, and Other Losses	\$0.0	\$2.0	\$32.6	\$0.0	\$7.9	(\$14.9)	\$27.7	\$0.32
Expenses related to regulatory inquires	\$0.0	\$0.0	\$21.5	\$0.0	\$0.0	(\$7.3)	\$14.2	\$0.17
Expenses related to short-seller activities	\$0.0	\$0.0	\$18.7	\$0.0	\$0.0	(\$4.9)	\$13.8	\$0.16
KPMG Recovery	\$0.0	\$0.0	\$2.0	\$0.0	\$0.0	(\$0.7)	\$1.3	\$0.02
EURUSD FX Impact	\$0.0	\$0.0	(\$7.4)	\$0.0	\$0.0	(\$0.8)	(\$8.3)	(\$0.10)
Winston Salem Equipment Recovery	\$0.0	\$0.0	(\$3.1)	\$0.0	\$0.0	\$1.1	(\$2.0)	(\$0.02)
Bostick Legal Reserve Reversal	\$0.0	\$0.0	(\$1.9)	\$0.0	\$0.0	\$0.7	(\$1.2)	(\$0.01)
China Grant Income	\$0.0	\$0.0	\$0.0	(\$6.5)	\$0.0	\$1.9	(\$4.6)	(\$0.05)