

Herbalife Ltd.
Sales Leaders Requalification & Retention*



Sales Leaders Statistics (excluding China)

(in thousands)	2025	2024
January 1 total sales leaders	704.7	716.4
January & February new sales leaders	30.2	26.3
Demoted sales leaders (did not requalify) ¹	(152.3)	(168.6)
Other sales leaders (resigned, conversions, etc.)	(2.0)	(2.9)
Total End of February Sales Leaders	580.6	571.2

Sales Leaders Retention (excluding China)

(in thousands)	2025	2024
Year ended January 31		
Sales leaders requiring requalification	512.2	532.4
Demoted sales leaders (did not requalify) ¹	(152.3)	(168.6)
Total requalified	359.9	363.8
Retention Rate¹	70.3%	68.3%

Sales Leaders Statistics

(in thousands)	2025	2024
North America	52.9	58.8
Latin America	115.5	107.2
EMEA	154.5	162.4
Asia Pacific (excluding China)	257.7	242.8
Total End of February Sales Leaders (excluding China)	580.6	571.2
China	22.1	22.8
Total End of February Sales Leaders Worldwide	602.7	594.0

Retention Rate

2025	2024
75.4%	70.3%
76.3%	70.4%
65.6%	66.9%
68.8%	67.4%
70.3%	68.3%

* The information set forth in this document should be read in conjunction with the Company's Annual Report on Form 10-K for the year ended December 31, 2024, for further information on sales leader requalification and retention. Our network of independent members through which we distribute and market our nutrition products, or Members, must achieve specified thresholds of product sales or earn certain amounts of royalty overrides during specified time periods and generally must requalify once each year to retain their status as "Sales Leaders". Requalification and retention results exclude certain markets for which, due to local operating conditions, sales leaders were not required to requalify for the years presented; such exclusions are not material to the Company's retention results. Amounts may not total due to rounding.

(1) For each of the years presented, certain markets have utilized a lower re-qualification threshold, and these figures include the effect of the lower threshold. Separately, with distinct business requirements in place for the United States and U.S. territories, we utilize a requalification equalization factor for U.S. Members to better align their requalification thresholds with Members in other countries. Retention results for each of the years presented include the effect of the equalization factor.