

Herbalife Ltd.
Sales Leaders Requalification and Retention*



Sales Leaders Statistics (excluding China)

(in thousands)	2026	2025
January 1 total sales leaders	722.7	704.7
January & February new sales leaders	35.9	30.2
Demoted sales leaders (did not requalify) ¹	(158.0)	(152.3)
Other sales leaders (resigned, conversions, etc.)	(1.6)	(2.0)
Total End of February Sales Leaders	599.0	580.6

Sales Leaders Retention (excluding China)

(in thousands)	2026	2025
Year ended January 31		
Sales leaders requiring requalification	531.4	512.2
Demoted sales leaders (did not requalify) ¹	(158.0)	(152.3)
Total requalified	373.4	359.9
Retention Rate¹	70.3%	70.3%

Sales Leaders Statistics

(in thousands)	2026	2025
North America	52.6	52.9
Latin America	120.8	115.5
EMEA	149.1	154.5
Asia Pacific (excluding China)	276.5	257.7
Total End of February Sales Leaders (excluding China)	599.0	580.6
China	20.3	22.1
Total End of February Sales Leaders Worldwide	619.3	602.7

Retention Rate

2026	2025
77.8%	75.4%
72.8%	76.3%
66.5%	65.6%
69.4%	68.8%
70.3%	70.3%

* 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 Dec 31 '25, 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 sales thresholds based on their own and/or their team's performance 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 period presented; such exclusions are not material to the Company's retention results.

(1) For each of the periods 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.