August 31, 2026

Herbalife Reaffirms Third Quarter and Full Year 2026 Guidance

Company Continues to Expect Net Sales Growth for the Third Quarter and Full Year; Reaffirms Adjusted EBITDA[1] Outlook

LOS ANGELES--(BUSINESS WIRE)-- Herbalife Ltd. (NYSE: HLF), a premier health and wellness company, community and platform, today reaffirmed the third quarter and full-year 2026 financial guidance it provided on August 5, 2026 in connection with its second quarter 2026 earnings release.

The Company continues to expect year-over-year net sales growth for both the third quarter and the full year 2026, on a reported and constant currency basis[2], and reaffirms its adjusted EBITDA[1] guidance for both periods. The Company's guidance assumptions, including foreign exchange rates, are unchanged from those disclosed on August 5, 2026.

"Our outlook for the remainder of the year remains firmly on track, and we are reaffirming the third quarter and full-year guidance we provided last month," said John DeSimone, Chief Financial Officer. "Our outlook is consistent with the expectations we shared, and we remain confident in our ability to deliver a fifth consecutive quarter of year-over-year net sales growth and continued momentum across the remainder of 2026."

Outlook

Third Quarter 2026 Guidance - Reaffirmed

$ million	Net Sales	Adjusted EBITDA[1]	CapEx
Reported	**+0.5% to +4.5% YoY**	**160 – 180**	**15 – 25**
Constant Currency[(a)]	***+1.5% to +5.5% YoY***	***165 – 185***	
Q3 '25 Actuals	1,273.7	163.0 *12.8% margin*	20.8

Full-Year 2026 Guidance – Reaffirmed

$ million	Net Sales	Adjusted EBITDA[1]	CapEx
Reported	**+2.5% to +5.5% YoY**	**670 – 690**	**50 – 70**
Constant Currency[(a)]	***+2.5% to +5.5% YoY***	***690 – 710***	
FY '25 Actuals	5,037.5	657.6 *13.1% margin*	80.4

(a) Non-GAAP Measure. Represents projections using U.S. dollars at Q3 '25 and FY '25 average FX rates, respectively, and adjusting for other FX related impacts. Refer to Schedule A – "Non-GAAP Financial Measures" for a discussion of why the Company believes adjusting for the effects of foreign exchange is useful and non-GAAP guidance.

[1] Non-GAAP measure. Refer to Schedule A – "Non-GAAP Financial Measures" for a discussion of why the Company believes these non-GAAP measures are useful and certain information regarding non-GAAP guidance.

[2] Non-GAAP measure. Refer to Schedule A – "Non-GAAP Financial Measures" for a discussion of why the Company believes adjusting for the effects of foreign exchange is useful.

Guidance Assumptions

- Net sales and adjusted EBITDA[1] use the average daily exchange rates for the first two weeks of July 2026 to translate local currency projections

Additional FY 2026 Expectations - Reaffirmed

- Capitalized SaaS implementation costs of $35 million to $55 million, which are not included in capital expenditures
- Depreciation and amortization, and amortization of SaaS implementation costs, of $140 million to $150 million
- Adjusted effective tax rate[1] of approximately 35%

About Herbalife Ltd.

Herbalife (NYSE: HLF) is a premier health and wellness company, community and platform that has been changing people's lives with great nutrition products and a business opportunity for its independent distributors since 1980. The Company offers science-backed products to consumers in more than 90 markets through entrepreneurial distributors who provide one-on-one coaching and a supportive community that inspires their customers to embrace a healthier, more active lifestyle to live their best life.

For more information, visit https://ir.herbalife.com.

Forward-Looking Statements

This release contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. All statements other than statements of historical fact are "forward-looking statements" for purposes of federal and state securities laws, including any projections of earnings, revenue or other financial items; any statements of the plans, strategies and objectives of management, including for future operations, capital expenditures, or share repurchases; any statements concerning proposed new products, services, or developments; any statements regarding future economic conditions or performance; any statements of belief or expectation; and any statements of assumptions underlying any of the foregoing or other future events. Forward-looking statements may include, among others, the words "may," "will," "estimate," "intend," "continue," "believe,"

“expect,” “anticipate” or any other similar words.

Although we believe that the expectations reflected in any of our forward-looking statements are reasonable, actual results or outcomes could differ materially from those projected or assumed in any of our forward-looking statements. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change and to inherent risks and uncertainties, many of which are beyond our control. Important factors that could cause our actual results, performance and achievements, or industry results to differ materially from estimates or projections contained in or implied by our forward-looking statements include the following:

- the potential impacts of current global economic conditions, including inflation, unfavorable foreign exchange rate fluctuations, and tariffs or retaliatory tariffs, on us; our Members, customers, and supply chain; and the world economy;
- our ability to attract and retain Members;
- our relationship with, and our ability to influence the actions of, our Members;
- our noncompliance with, or improper action by our employees or Members in violation of, applicable U.S. and foreign laws, rules, and regulations;
- adverse publicity associated with our Company or the direct-selling industry, including our ability to comfort the marketplace and regulators regarding our compliance with applicable laws;
- changing consumer preferences and demands and evolving industry standards, including with respect to climate change, sustainability, and other environmental, social, and governance matters;
- the competitive nature of our business and industry;
- legal and regulatory matters, including regulatory actions concerning, or legal challenges to, our products or network marketing program and product liability claims;
- the Consent Order entered into with the Federal Trade Commission, or FTC, the effects thereof and any failure to comply therewith;
- risks associated with operating internationally and in China;
- our ability to execute our growth and other strategic initiatives (such as restructuring efforts, increased market penetration in existing markets, and personalized product and related technology initiatives);
- the effectiveness and acceptance of new technology-driven initiatives;
- any material disruption to our business caused by natural disasters, other catastrophic events, acts of war or terrorism, including the wars in Ukraine and the Middle East, cybersecurity incidents, pandemics, and/or other acts by third parties;
- our ability to adequately source ingredients, packaging materials, and other raw materials and manufacture and distribute our products;
- our reliance on our information technology infrastructure, and our ability to successfully develop, deploy, and integrate artificial intelligence into our business;
- noncompliance by us or our Members with any privacy, artificial intelligence and data protection laws, rules, or regulations or any security breach involving the misappropriation, loss, or other unauthorized use or disclosure of confidential information;
- contractual limitations on our ability to expand or change our direct-selling business model;
- the sufficiency of our trademarks and other intellectual property;
- product concentration;

- our reliance upon, or the loss or departure of any member of, our senior management team;
- our ability to integrate and capitalize on acquisition transactions;
- restrictions imposed by covenants in the agreements governing our indebtedness;
- risks related to our convertible notes;
- changes in, and uncertainties relating to, the application of transfer pricing, income tax, customs duties, value added taxes, and other tax laws, treaties, and regulations, or their interpretation;
- our incorporation under the laws of the Cayman Islands; and
- share price volatility related to, among other things, speculative trading and certain traders shorting our common shares.

Additional factors and uncertainties that could cause actual results or outcomes to differ materially from our forward-looking statements are set forth in the Company's filings with the Securities and Exchange Commission, including the Annual Report on Form 10-K for the fiscal year ended December 31, 2025, filed with the Securities and Exchange Commission on February 18, 2026, including under the headings "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations," and in our Consolidated Financial Statements and the related Notes included therein. In addition, historical, current, and forward-looking sustainability-related statements may be based on standards for measuring progress that are still developing, internal controls and processes that continue to evolve, and assumptions that are subject to change in the future.

Forward-looking statements in this release speak only as of the date hereof. We do not undertake any obligation to update or release any revisions to any forward-looking statement or to report any events or circumstances after the date hereof or to reflect the occurrence of unanticipated events, except as required by law.

Supplemental Information

Adjusted EBITDA

The Company has included in this release adjusted EBITDA, a performance measure that the Securities and Exchange Commission defines as a "non-GAAP financial measure." Adjusted EBITDA is calculated as net income attributable to Herbalife excluding the impact of certain unusual or non-recurring items such as expenses related to restructuring initiatives, expenses related to the digital technology program, gains or losses from sale of property, gains or losses from extinguishment of debt and certain tax expenses and benefits.

Management believes that such non-GAAP performance measure, when read in conjunction with the Company's reported results, calculated in accordance with U.S. GAAP, can provide useful supplemental information for investors because it facilitates a period to period comparative assessment of the Company's operating performance relative to its performance based on reported results under U.S. GAAP, while isolating the effects of some items that vary from period to period without any correlation to core operating performance and eliminate certain charges that management believes do not reflect the Company's operations and underlying operational performance.

The Company's definition and calculation of adjusted EBITDA may not be comparable to similarly titled measure used by other companies because other companies may not

calculate it in the same manner as the Company does and should not be viewed in isolation from, nor as an alternative to, net income attributable to Herbalife calculated in accordance with U.S. GAAP.

Currency Fluctuation

The Company's international operations have provided and will continue to provide a significant portion of its total net sales. As a result, total net sales will continue to be affected by fluctuations in the U.S. dollar against foreign currencies. In order to provide a framework for assessing how the Company's underlying businesses performed excluding the effect of foreign currency fluctuations, in addition to comparing the percent change in net sales from one period to another in U.S. dollars, the Company also compares the percent change in net sales from one period to another period using "net sales in local currency." Net sales in local currency is not a measure presented in accordance with U.S. GAAP. Net sales in local currency removes from net sales in U.S. dollars the impact of changes in exchange rates between the U.S. dollar and the local currencies of the Company's foreign subsidiaries, by translating the current period net sales into U.S. dollars using the same foreign currency exchange rates that were used to translate the net sales for the previous comparable period. The Company believes presenting net sales in local currency is useful to investors because it allows a meaningful comparison of net sales of its foreign operations from period to period. However, net sales in local currency should not be considered in isolation or as an alternative to net sales in U.S. dollar measures that reflect current period exchange rates, or to net sales calculated and presented in accordance with U.S. GAAP.

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