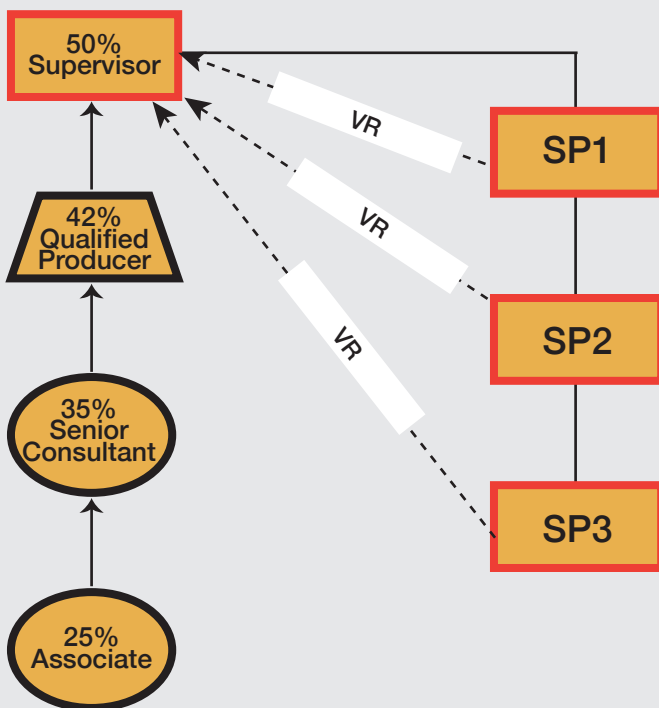


ASSOCIATES HIERARCHY & EARNING – TRADE DISCOUNT



- Trade discount is calculated on earn base.
- †With a minimum 1,000 of those 4,000 VP unencumbered.
- ‡With a minimum of 1,000 of those 4,000 VP unencumbered over the same two-month period.
- §2,000 can be Downline Volume. All have to be purchased directly with Herbalife.
- Trade discount represents the retail profit the associate would earn as referred to in the marketing plan.
- Independent Herbalife Nutrition Associates are independent business persons and may sell Herbalife Nutrition products, literature and promotional items at any price they choose **but not more than MRP.**

ASSOCIATES HIERARCHY & EARNING – COMMISSIONS



Following are the various categories of commissions depending upon the volumes :

Wholesale 7% - 25% (Wholesale Profit is the difference between the discounted price you pay for products and the discounted price paid by your downline).

Volume Rebate Earnings 1-5% (Fully Qualified Supervisor will earn Volume Rebate earnings of 1% to 5% on his/her first three downline Supervisors/Qualifying supervisors).

Production Bonus: 2% - 7% (The Production Bonus is earned by eligible Associates of the TAB Team and above who meet certain requirements).

Annual Mark Hughes Bonus: 1% (The Mark Hughes Bonus is distributed annually among eligible President's Team Associates in recognition of outstanding performance in advancing sales of Herbalife® products).

Note:

- * Volume Rebate and bonuses are based on an Earn Base value.
- * VR Stands for Volume Rebate
- * SP stands for Supervisor

Disclaimer : Herbalife reserves the right to change marketing plan from time to time and for any query relating to the marketing plan, Please contact +91 8040311444. "Income applicable to the individuals (or examples) depicted and not average."

