What Should I Know About Being an Herbalife Nutrition Independent Distributor?

How can I participate?
As an Herbalife Nutrition Independent Distributor, you can participate in three ways:
- You can buy Herbalife Nutrition® products at a discount for your own or household use
- You can sell Herbalife Nutrition® products to make a Retail Profit
- You can recruit others who want to consume or sell Herbalife Nutrition® products

If your only purpose in joining Herbalife Nutrition is to receive a discount on the products, you should discuss with your Sponsor whether the Preferred Member program is right for you at a cost of $34.95. A Preferred Member cannot sell products, recruit others or earn multilevel compensation, but does receive a discount on the products. A Preferred Member may convert to Distributor and build a business at any time by following the conversion process and purchasing a Conversion Pack for $59.95 and completing the Required Distributor Training.

How much can I earn in a typical month?

<table>
<thead>
<tr>
<th>First year Distributors (about 24,000) (about half earned in 6 months or more in 2021)</th>
<th>All other Distributors (about 61,000) (about half earned in 6 months or more in 2021)</th>
</tr>
</thead>
<tbody>
<tr>
<td>50% (about 12,000) earned more than $190 in a month</td>
<td>50% (about 30,500) earned more than $241 in a month</td>
</tr>
<tr>
<td>Top 10% (about 2,400) earned more than $1,636 in a month</td>
<td>Top 10% (about 6,100) earned more than $3,925 in a month</td>
</tr>
<tr>
<td>Top 1% (about 240) earned more than $8,912 in a month</td>
<td>Top 1% (about 610) earned more than $18,176 in a month</td>
</tr>
</tbody>
</table>

The Top 1% of Distributors are typically President’s Team members. The time it took them to reach President’s Team typically ranges between 5 and 11 years. Requires skill, consistent work and dedication.

What should I know about the business opportunity?
- There are no required purchases other than the initial Distributorship Kit also known as the International Business Pack ($94.10) or International Business Pack – Super Starter ($124.10)
- Distributors enjoy setting their own schedule and choosing how and when to work
- Most people start their Herbalife Nutrition business by working part time and selling to people they know or people they meet as a way to make a little extra money
- There are no guarantees that you will earn money. Like all business people, some Distributors will succeed, while some will not.
- Building a successful Herbalife Nutrition business takes skill, hard work, and time

How can I earn money?
You can earn money by selling Herbalife Nutrition® products that you buy at a discount. Your initial discount is approximately 25%. The more you sell, the higher your discount, up to a maximum of approximately 50%. For example, the initial discount on Formula 1, Herbalife Nutrition’s best-selling product, is shown on the right:

<table>
<thead>
<tr>
<th>Suggested Retail price</th>
<th>Distributor price (with initial discount and before shipping and tax)</th>
</tr>
</thead>
<tbody>
<tr>
<td>$50.90</td>
<td>$38.81</td>
</tr>
</tbody>
</table>

Potential profit $12.09

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make $120.90 before expenses
- You can also earn money from the sales of people you sponsor
- You cannot earn money by only recruiting or only sponsoring other Distributors

What if it doesn’t work for me?
- You can cancel your Distributorship at any time. If you are in your first year, you can cancel and receive a full refund of your International Business Pack.
- If you cancel your Distributorship, you may return all unopened Herbalife Nutrition® products that were purchased in the previous 12 months for a full refund including any taxes and any shipping and handling cost on the original delivery. We even pay for shipping.
- Please contact 855-757-4747 for more information

HerbalifeNutrition.com/SAGC
U.S. STATEMENT OF AVERAGE GROSS COMPENSATION 2021

Published: August 4, 2022