



Second Quarter Net Sales of \$1.4 Billion

Second quarter 2022 results exceeded the high-end of guidance for **Net Sales**, **Adjusted EBITDA** and **Adjusted EPS**

Q2 2022 Performance Exceeded Expectations

Net Sales	Adjusted ¹ EBITDA	Adjusted ¹ EPS
(10.3%) vs Q2 2021 +12.3% vs Q2 2019 Net Sales results above top end of guidance range	\$195M Q2 2022 14.0% Q2 2022 Margin Executing on expense management initiatives	\$0.96 Q2 2022 \$30M Q2 2022 Share Repurchase Shift in geo mix and one-time items increasing tax rate

On a constant currency basis, **second quarter net sales declined 5.9%** compared to prior year period.

Net Sales grew meaningfully by 12.3% when compared to the last pre-pandemic second quarter of 2019.

Adjusted¹ EBITDA of
\$195 Million,
a **14.0%** margin



Reported net income of
\$86.5 Million
Executing on expense management initiatives



During the second quarter, the Company repurchased approximately **1.1 million shares** for a total purchase price of **\$30.2 million**.



Second Quarter 2022 Reported and Adjusted¹ Diluted EPS

Reported Diluted EPS

Q2 2022

\$0.88

Q2 2021

\$1.31

Adjusted¹ Diluted EPS

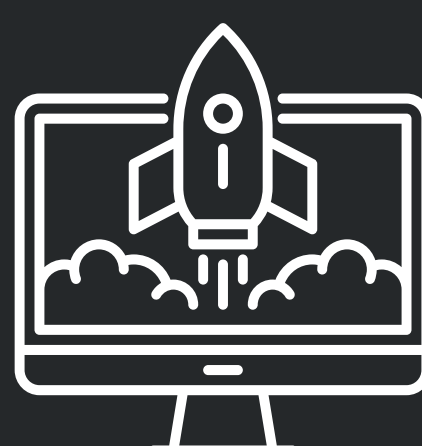
Q2 2022

\$0.96

Q2 2021

\$1.55

Launching Herbalife One – a major \$400 million investment in key digital transformation growth initiative



For additional information regarding Q2 2022 results, refer to our complete earnings release issued on the date hereof, available at ir.herbalife.com. This document contains "forward-looking statements" within the meaning of the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. 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. Additionally, many of these risks and uncertainties are, and may continue to be, amplified by the COVID-19 pandemic. 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 the COVID-19 pandemic and current global economic conditions, including inflation, 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, or ESG, 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 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, including implementation of our transformation program and increased penetration of our existing markets; any material disruption to our business caused by natural disasters, other catastrophic events, acts of war or terrorism, including the war in Ukraine, 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; noncompliance by us or our members with any privacy 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; 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.

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.

¹Adjusted diluted EPS and adjusted EBITDA are non-GAAP measures. See Schedule A – "Reconciliation of Non-GAAP Financial Measures" in our earnings release issued on the date hereof for a detailed reconciliation of these measures to the most directly comparable GAAP measure, and a discussion of why we believe these non-GAAP measures are useful. Available at ir.herbalife.com

²Adjusted diluted EPS and adjusted EBITDA are non-GAAP measures. See the "Outlook" discussion and the related footnotes and Schedule A – "Reconciliation of Non-GAAP Financial Measures" in our earnings release issued on the date hereof for additional information regarding adjusted diluted EPS and adjusted EBITDA guidance. Available at ir.herbalife.com