



# Third Quarter Net Sales of **\$1.3 Billion**

Third quarter 2022 Net Sales were below expectations, while **Adjusted<sup>2</sup> EBITDA** and **Adjusted<sup>2</sup> EPS** near the high-end of guidance

- On a constant currency basis<sup>1</sup>, **net sales declined 3.5%** compared to the prior year period
- Execution of expense management initiatives **drove adjusted<sup>2</sup> EBITDA near the high-end of guidance range**

Adjusted<sup>2</sup> EBITDA of  
**\$183 Million,**  
a **14.1% margin**

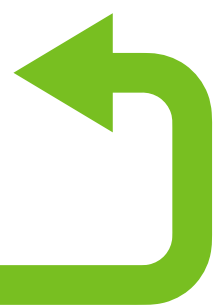


Reported net income of  
**\$82 Million**



**Executing on expense management initiatives**

- During the third quarter, the Company paid down **\$50 million of its revolving credit facility.**



- **Worldwide active sales leaders, new distributors, and preferred customers increased from Q2.**
- **Investment for future growth included Herbalife ONE platform, as well as over 100 new SKU launches in the third quarter alone.**

## Recently Announced

**Michael O. Johnson** named **Chairman and interim CEO**

<sup>1</sup>Growth/decline in net sales excluding the effects of foreign exchange is based on "net sales in local currency," a non-GAAP financial measure. See Schedule A – "Reconciliation of Non-GAAP Financial Measures" for a discussion of why we believe adjusting for the effects of foreign exchange is useful.

<sup>2</sup>Adjusted diluted EPS and adjusted EBITDA are non-GAAP measures. See Schedule A – "Reconciliation of Non-GAAP Financial Measures" 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.