

Herbalife Regional Key Metrics - Reclassified for 6 Regions

|                                    | Q1      | Q2      | Q3        | Q4        | 2011      | Q1        | Q2        | Q3        | Q4        | 2012      | Q1        | Q2        | Q3        | Q4        | 2013      |
|------------------------------------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>EMEA</b>                        |         |         |           |           |           |           |           |           |           |           |           |           |           |           |           |
| Volume Points (in 000)             | 137,982 | 136,891 | 132,428   | 137,663   | 544,964   | 145,892   | 154,448   | 145,519   | 156,665   | 602,523   | 161,289   | 179,298   | 173,461   | 183,900   | 697,947   |
| Net Sales (\$ in 000)              | 153,936 | 162,017 | 147,670   | 151,557   | 615,180   | 153,993   | 161,634   | 147,490   | 164,684   | 627,801   | 169,585   | 186,286   | 181,738   | 197,644   | 735,253   |
| New Members                        | 47,577  | 52,825  | 50,567    | 52,990    | 203,959   | 52,509    | 56,673    | 50,496    | 48,788    | 208,466   | 49,801    | 64,280    | 70,921    | 69,936    | 254,938   |
| Avg Sales Leaders with VP          | 35,960  | 37,624  | 39,227    | 41,618    | 38,607    | 41,332    | 42,972    | 44,861    | 47,226    | 44,098    | 46,094    | 48,008    | 50,720    | 53,776    | 49,650    |
| Total Sales Leaders                | 52,163  | 58,630  | 64,769    | 70,369    | 70,369    | 57,023    | 62,921    | 68,834    | 73,812    | 73,812    | 58,732    | 64,658    | 71,363    | 77,489    | 77,489    |
| <b>Mexico</b>                      |         |         |           |           |           |           |           |           |           |           |           |           |           |           |           |
| Volume Points (in 000)             | 164,486 | 174,083 | 180,523   | 185,435   | 704,527   | 191,346   | 203,922   | 211,239   | 208,859   | 815,367   | 206,206   | 219,942   | 219,425   | 218,678   | 864,253   |
| Net Sales (\$ in 000)              | 103,877 | 113,882 | 112,978   | 106,192   | 436,930   | 117,109   | 119,449   | 127,473   | 132,070   | 496,101   | 132,889   | 145,638   | 141,243   | 142,599   | 562,369   |
| New Members                        | 49,827  | 55,042  | 54,152    | 49,259    | 208,280   | 53,342    | 58,079    | 58,609    | 50,279    | 220,309   | 49,531    | 57,432    | 56,111    | 50,781    | 213,855   |
| Avg Sales Leaders with VP          | 42,480  | 46,365  | 49,772    | 52,172    | 47,697    | 52,674    | 55,969    | 60,123    | 61,836    | 57,651    | 60,216    | 62,940    | 64,633    | 66,535    | 63,581    |
| Total Sales Leaders                | 57,937  | 67,422  | 76,380    | 84,590    | 84,590    | 71,167    | 81,776    | 92,330    | 101,414   | 101,414   | 81,672    | 91,853    | 101,423   | 110,557   | 110,557   |
| <b>North America</b>               |         |         |           |           |           |           |           |           |           |           |           |           |           |           |           |
| Volume Points (in 000)             | 243,006 | 259,031 | 252,900   | 232,146   | 987,082   | 298,420   | 305,024   | 287,366   | 266,980   | 1,157,791 | 309,028   | 339,915   | 314,009   | 286,960   | 1,249,912 |
| Net Sales (\$ in 000)              | 167,000 | 185,159 | 180,735   | 165,737   | 698,631   | 210,710   | 224,661   | 208,820   | 197,052   | 841,243   | 221,473   | 247,564   | 228,660   | 210,302   | 907,999   |
| New Members                        | 63,495  | 73,967  | 68,229    | 54,822    | 260,513   | 74,570    | 79,451    | 71,365    | 57,982    | 283,368   | 71,950    | 82,494    | 77,694    | 58,876    | 291,014   |
| Avg Sales Leaders with VP          | 52,549  | 55,920  | 58,897    | 59,599    | 56,741    | 62,532    | 65,828    | 67,826    | 68,029    | 66,054    | 68,352    | 72,282    | 74,085    | 73,511    | 72,058    |
| Total Sales Leaders                | 76,150  | 88,214  | 98,919    | 108,211   | 108,211   | 83,745    | 97,736    | 107,797   | 117,031   | 117,031   | 89,822    | 102,113   | 111,875   | 120,008   | 120,008   |
| <b>South &amp; Central America</b> |         |         |           |           |           |           |           |           |           |           |           |           |           |           |           |
| Volume Points (in 000)             | 125,088 | 129,114 | 149,731   | 165,971   | 569,903   | 164,707   | 167,171   | 185,992   | 222,542   | 740,412   | 219,825   | 222,591   | 245,223   | 278,602   | 966,242   |
| Net Sales (\$ in 000)              | 125,277 | 130,130 | 143,659   | 155,372   | 554,439   | 165,470   | 152,583   | 167,493   | 203,252   | 688,799   | 219,515   | 222,362   | 241,235   | 290,344   | 973,456   |
| New Members                        | 75,840  | 75,475  | 106,768   | 127,143   | 385,226   | 87,996    | 111,651   | 119,199   | 128,214   | 447,060   | 135,544   | 131,948   | 152,603   | 171,310   | 591,405   |
| Avg Sales Leaders with VP          | 30,970  | 33,064  | 35,993    | 39,724    | 34,938    | 40,614    | 41,966    | 46,466    | 50,874    | 44,980    | 52,049    | 54,614    | 60,007    | 65,690    | 58,090    |
| Total Sales Leaders                | 53,233  | 61,869  | 70,426    | 80,907    | 80,907    | 68,688    | 78,671    | 88,602    | 101,156   | 101,156   | 83,203    | 95,493    | 107,649   | 123,718   | 123,718   |
| <b>Asia-Pacific</b>                |         |         |           |           |           |           |           |           |           |           |           |           |           |           |           |
| Volume Points (in 000)             | 198,706 | 243,820 | 261,214   | 257,901   | 961,640   | 273,798   | 313,747   | 305,626   | 304,590   | 1,197,760 | 320,008   | 316,840   | 296,162   | 292,404   | 1,225,414 |
| Net Sales (\$ in 000)              | 199,303 | 237,103 | 255,169   | 247,016   | 938,591   | 259,948   | 296,548   | 288,205   | 295,166   | 1,139,867 | 311,747   | 299,240   | 284,017   | 279,603   | 1,174,607 |
| New Members                        | 97,842  | 125,839 | 136,109   | 137,492   | 497,282   | 140,868   | 175,693   | 173,223   | 166,791   | 656,575   | 165,136   | 181,547   | 180,572   | 169,766   | 697,021   |
| Avg Sales Leaders with VP          | 40,510  | 45,501  | 51,644    | 55,124    | 48,195    | 55,706    | 61,329    | 66,433    | 69,553    | 63,255    | 68,690    | 70,802    | 72,886    | 73,792    | 71,542    |
| Total Sales Leaders                | 96,391  | 115,851 | 136,768   | 157,222   | 157,222   | 123,392   | 146,679   | 168,683   | 189,645   | 189,645   | 142,400   | 159,633   | 176,787   | 193,994   | 193,994   |
| <b>China</b>                       |         |         |           |           |           |           |           |           |           |           |           |           |           |           |           |
| Volume Points (in 000)             | 32,858  | 37,556  | 40,319    | 43,093    | 153,827   | 40,918    | 57,742    | 57,016    | 50,475    | 206,152   | 47,631    | 85,908    | 97,403    | 102,701   | 333,643   |
| Net Sales (\$ in 000)              | 45,701  | 51,363  | 55,006    | 58,696    | 210,767   | 56,945    | 77,072    | 77,407    | 67,096    | 278,519   | 68,438    | 118,149   | 136,650   | 148,387   | 471,624   |
| New Sales Representatives*         | 24,401  | 32,306  | 31,075    | 31,585    | 119,367   | 29,620    | 41,557    | 41,399    | 29,726    | 142,302   | 19,139    | 36,086    | 32,039    | 31,198    | 118,462   |
| Avg Service Providers with VP*     | 7,272   | 8,375   | 9,533     | 10,077    | 8,814     | 9,531     | 11,949    | 12,692    | 12,560    | 11,683    | 11,864    | 14,070    | 15,882    | 17,416    | 14,808    |
| Total Service Providers            | 31,695  | 36,499  | 42,057    | 47,197    | 47,197    | 28,026    | 35,116    | 41,072    | 45,847    | 45,847    | 30,912    | 36,446    | 41,455    | 46,028    | 46,028    |
| <b>Total Company</b>               |         |         |           |           |           |           |           |           |           |           |           |           |           |           |           |
| Volume Points (in 000)             | 902,126 | 980,495 | 1,017,114 | 1,022,208 | 3,921,942 | 1,115,082 | 1,202,054 | 1,192,759 | 1,210,112 | 4,720,006 | 1,263,987 | 1,364,494 | 1,345,684 | 1,363,245 | 5,337,410 |
| Net Sales (\$ in 000)              | 795,095 | 879,654 | 895,218   | 884,570   | 3,454,537 | 964,175   | 1,031,948 | 1,016,887 | 1,059,319 | 4,072,330 | 1,123,647 | 1,219,239 | 1,213,543 | 1,268,879 | 4,825,308 |
| Total New Members                  | 358,982 | 415,454 | 446,900   | 453,291   | 1,674,627 | 438,905   | 523,104   | 514,291   | 481,780   | 1,958,080 | 491,101   | 553,787   | 569,940   | 551,867   | 2,166,695 |
| Avg Sales Leaders with VP          | 205,036 | 218,224 | 236,191   | 249,779   | 227,308   | 252,321   | 269,974   | 288,397   | 300,521   | 277,803   | 296,916   | 311,503   | 326,797   | 339,744   | 318,740   |
| Total Sales Leaders                | 367,569 | 428,485 | 489,319   | 548,496   | 548,496   | 432,041   | 502,899   | 567,318   | 628,905   | 628,905   | 486,741   | 550,196   | 610,552   | 671,794   | 671,794   |

\*Chinese Marketing Plan equivalent of New Members and Average Sales Leaders with VP, respectively. China numbers are included in Total Company figures.