



## OUR PURPOSE-DRIVEN ENTREPRENEURS

Herbalife Nutrition products are available exclusively through distributors who provide comprehensive and personalized solutions to their customers' nutrition and wellness goals. It's an opportunity for people who are interested in being their own boss and working either full or part time.

We proudly promote an entrepreneurial opportunity grounded in solid business skills and responsible business practices. We are constantly expanding the methods we use to engage and train our distributors, from online webinars to in-person conferences and seminars, so they can better build their skills and translate their expertise into opportunities – both for the customers they serve and themselves. Our salesforce is comprised of these educated and trained distributors.

Here's how it works: our distributors buy products at a discount and sell them at a profit. As they become more experienced, they build their own sales teams, earning a commission on their transactions. Similar to working with a customer, they coach their teams using Herbalife Nutrition business tools to build a sustainable business.



We provide education and training to our entrepreneurial distributors, who then provide a supportive community and personalized nutrition and fitness plans to their customers. Why? Because they don't just sell products, they help achieve results."

**John DeSimone**

Co-President and Chief Strategic Officer



MAJORITY OF U.S. WORKFORCE WILL BE  
**FREELANCERS**  
IN 2027

# KEY FACTS

**300+**

SCIENTISTS ON STAFF

**50+**

OF WHOM  
ARE PHDS

**4.8 MILLION**

HERBALIFE NUTRITION PROTEIN SHAKES  
CONSUMED EVERY DAY

**\$4.9**

**BILLION**

IN NET SALES  
IN 2018

**\$300  
MILLION**

INVESTED IN SEED TO FEED  
PROGRAM SINCE 2010



**200+**

SPONSORED  
SPORTING EVENTS,  
TEAMS AND  
ATHLETES AROUND  
THE WORLD

**#1 BRAND**

IN THE WORLD IN MEAL  
REPLACEMENT SHAKES

**90,000+**

NUTRITION CLUBS AROUND  
THE WORLD, MORE THAN

**3x** THE NUMBER OF  
STARBUCKS WORLDWIDE

**~\$5.1  
BILLION**

OF CAPITAL RETURNED  
TO SHAREHOLDERS  
SINCE 2007 THROUGH  
BUYBACKS OR DIVIDENDS

**77.1  
MILLION**

CANISTERS OF HERBALIFE  
NUTRITION PROTEIN SHAKES  
SOLD WORLDWIDE IN 2018

TRADED PUBLICLY ON THE NYSE

**(HLF)**

**19.7%**

MARKET SHARE IN  
WEIGHT MANAGEMENT

**90,000+**

CHILDREN RECEIVE SUPPORT  
FOR HEALTHY NUTRITION  
FROM HNF PROGRAMS  
IN 50 COUNTRIES

Learn more at [IAmHerbalifeNutrition.com](http://IAmHerbalifeNutrition.com)



**HERBALIFE  
NUTRITION**

Making the World Healthier and Happier