## What should I know about being an Herbalife Nutrition Member?

### How can I participate?
As an Herbalife Nutrition Member, you may:
- Buy Herbalife Nutrition products at a discount for your own or household use.
- Participate in the business opportunity by selling Herbalife Nutrition products to make a retail profit.
- Participate in the business opportunity by recruiting others who want to consume or sell Herbalife Nutrition products.

The majority of Members join only to receive a discount on Herbalife Nutrition products and do not participate in the business. In 2021, as a result, the typical Member did not receive earnings from Herbalife Nutrition.

### What should I know about the business opportunity?
- There are no required purchases other than the initial membership kit also known as the Herbalife Nutrition Member Pack - (AUD 68.90)
- Members 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 Members 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:
- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make AUD 159.40 before expenses.
- You can also earn money from the sales of people you sponsor.
- You **cannot** earn money by only recruiting or only sponsoring someone.

### In addition to retail earnings, how much could I earn from sales by Members I sponsor?
In 2021, there were 18,476 Members who had been Members for at least 1 (one) full year. In addition to any retail profit, 16% or 2,877 of them earned commissions or bonuses from the sales of Members that they sponsored. Here is what they earned, before expenses:

<table>
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<tr>
<th>Members 1 Year + (2,877)</th>
<th>50% (about 1,439) earned more than AUD 480</th>
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<tbody>
<tr>
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<td>Top 10% (about 288) earned more than AUD 8,094</td>
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<tr>
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<td>Top 1% (about 29) earned more than AUD 203,133</td>
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In 2021, the tenure of the top 1% Members ranged from 6 to 39 years.

### What if it doesn’t work for me?
- You can cancel your Membership at any time. If you are in your first 90 days, you can cancel and receive a full refund of your Herbalife Nutrition Member Pack.
- If you cancel your Membership, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.

Please contact (02) 5104 3355 for more information.

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**AUSTRALIA STATEMENT OF AVERAGE GROSS COMPENSATION 2021**