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 saving for your own or household use.
- Participate in the business opportunity by selling Herbalife Nutrition products to make earnings.
- 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 saving 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 - (Rp. 587,000.00)
- 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 saving. Your initial saving is approximately 25%. The more you sell, the higher your saving, up to a maximum of approximately 50%. For example, the initial saving on Formula 1, Herbalife Nutrition’s best-selling product is shown on the right:
- If you buy at this initial saving and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make Rp. 982,500.00 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 67,795 Members who had been Members for at least 1 (one) full year. In addition to any earnings from personal sales, 23% or 15,749 of them earned commissions or bonuses from the sales of Members that they sponsored. Here is what they earned, before expenses:

<table>
<thead>
<tr>
<th>Members 1 Year + (15,749)</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>50% (about 7,875) earned more than Rp. 4,063,523</td>
<td></td>
</tr>
<tr>
<td>Top 10% (about 1,575) earned more than Rp. 67,463,161</td>
<td></td>
</tr>
<tr>
<td>Top 1% (about 158) earned more than Rp. 964,659,488</td>
<td></td>
</tr>
</tbody>
</table>

In 2021, the tenure of the top 1% Members ranged from 4 to 23 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 for a full refund. We even pay for shipping.

Please contact (021) 8068 2700 for more information.

INDONESIA STATEMENT OF AVERAGE GROSS COMPENSATION 2021