

What should I know about being an Herbalife Nutrition Distributor?

How can I participate?

As an Herbalife Nutrition Distributor, 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.

If your only purpose in joining Herbalife Nutrition is to receive a discount on the products, you should discuss with your sponsor whether the Preferred Customer program is right for you. A Preferred Customer cannot sell products, recruit others or earn multi-level compensation, but does receive a discount on the products. A Preferred Customer may convert to Distributor and build a business at any time by following the conversion process and purchasing a Conversion Pack.

What should I know about the business opportunity?

- There are no required purchases other than the Herbalife Nutrition Distributor Pack (GBP 35.98).
- Distributors 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 Distributors 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% of Earn Base*. The more you sell, the higher your discount, up to a maximum of 50% of Earn Base*. For example, the initial discount on Formula 1, Herbalife Nutrition's best-selling product is shown on the right:

	Suggested Retail Price	GBP 46.85
	Distributor Price <i>(with initial discount before shipping and taxes)</i>	GBP 36.36
	Potential profit	GBP 10.49

- If you buy at this initial discount and sell 10 canisters at the Suggested Retail Price, passing along shipping and taxes, you would make GBP 104.90 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.

It is illegal for a promoter or a participant in a trading scheme to persuade anyone to make a payment by promising benefits from getting others to join a scheme. Do not be misled by claims that high earnings are easily achieved.

In addition to retail earnings, how much could I earn from sales by Distributors I sponsor?

In 2021, there were 36,061 Distributors who had been Distributors for at least 1 (one) full year.

In addition to any retail profit, 20% or 7,357 of them earned commissions or bonuses from the sales of Distributors that they sponsored. Here is what they earned, before expenses:

Distributors 1 Year + (7,357)
50% (about 3,679) earned more than GBP 315
Top 10% (about 736) earned more than GBP 3,271
Top 1% (about 74) earned more than GBP 73,911

In 2021, the tenure of the top 1% Distributors ranged from 2 to 38 years.

What if it doesn't work for me?

- You can cancel your Distributorship at any time. If you are within the first 90 days, you can cancel and receive a full refund of your Herbalife Nutrition Distributor Pack.
- If you cancel your Distributorship, you can return unopened products you purchased within the last year for a full refund. We even pay for shipping.

Please contact 0345 056 0606 for more information.

This offer of the Herbalife Nutrition business opportunity is made by Independent Herbalife Nutrition Distributor. The provider of the business opportunity is Herbalife (U.K.) Limited, The Atrium, 1 Harefield Road, Uxbridge, Middlesex, UB8 1HB. United Kingdom, a member of the Direct Selling Association. Goods sold are nutrition, personal care and cosmetic products. Transactions are effected by participants as principals. Participants are required to purchase an Herbalife Nutrition Distributor Pack at the price indicated above.

UNITED KINGDOM STATEMENT OF AVERAGE GROSS COMPENSATION 2021

* **Earn Base:** This is the monetary value assigned to each product on which all discount and earning calculations are based.