Key Information About Being an Herbalife Independent Distributor

How to join?
You join by buying an initial Distributorship kit, the Herbalife Distributor Pack (TT$268.65). There is no other required purchase.

As a Distributor, you can:
- Buy Herbalife® products at a discount for your own or household use
- Sell Herbalife® products to customers to make a Retail Profit. An example is shown on the right:
- Recruit others who want to consume or sell Herbalife® products and earn commissions and bonuses from Herbalife based on their activity
- You cannot earn any money by only recruiting or only sponsoring someone

Many Distributors in 2022 only benefitted from the discount on Herbalife® products, either for their own use or to sell for a retail profit. As a result, the typical Distributor did not receive any commissions or bonuses from Herbalife on the sales of other Distributors.

How much can a Distributor earn in a typical month?
In 2022, there were 1,986,217 Distributors who had been Distributors for at least one full year. In a typical month, 388,518 Distributors received commissions or bonuses from Herbalife and Distributors typically earned in nine out of 12 months. Here is what those Distributors made in a typical month before expenses, including what they were paid by Herbalife and an estimate of Retail Profit modeled on actual sales data from the United States:

<table>
<thead>
<tr>
<th>Grade</th>
<th>Potential Profit (TT$)</th>
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<tbody>
<tr>
<td>50%</td>
<td>990</td>
</tr>
<tr>
<td>Top 10%</td>
<td>9,178</td>
</tr>
<tr>
<td>Top 1%*</td>
<td>70,498</td>
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</tbody>
</table>

There are no guarantees. Some Distributors will succeed, while some will not. As with all business, success requires hard work, skill and dedication.

*In 2022, the tenure of the Top 1% typically ranged from five to 10 years.

What if it doesn’t work?
- You can cancel your Distributorship at any time. If you are in your first year, you can cancel and receive a full refund of your Herbalife 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 855-757-4747 for more information.

Hrbl.me/Herbalife_STDE-TTEN

WW STATEMENT OF TYPICAL DISTRIBUTOR EARNINGS 2022