

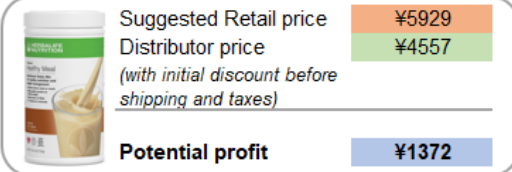
Key Information About Being an Herbalife Independent Distributor

How to join?

You join by buying an initial Distributorship kit – the Herbalife Distributor Pack (JPY 6,372 including taxes as of 2022; JPY 6,475 including taxes from June 2023). 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.



Suggested Retail price	¥5929
Distributor price <i>(with initial discount before shipping and taxes)</i>	¥4557
Potential profit	¥1372

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 9 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:

50% earned more than JPY 19,005 (\$146 USD) in a month
Top 10% earned more than JPY 176,210 (\$1,353 USD) in a month
Top 1%* earned more than JPY 1,353,428 (\$10,394 USD) in a month

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 5 to 10 years.

What if it doesn't work?

- You can cancel your Distributorship at any time. If you are in your first 90 days, 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 03-6373-0571 for more information.