

# Key Information About Being an Herbalife Independent Distributor

## How to join?

You join by buying an initial Distributorship kit – the Herbalife Distributor Pack (SGD 45.20). 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                                                 | SGD 88.04 |
|                                                                                    | Distributor price<br>(with initial discount before shipping and taxes) | SGD 67.86 |
|                                                                                    | Potential profit                                                       | SGD 20.18 |

Many Distributors in 2024 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 2024, there were 1,945,797 Distributors who had been Distributors for at least one full year. In a typical month, 410,626 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:

|                                                                     |
|---------------------------------------------------------------------|
| <b>50% earned more than SGD 179 (\$132 USD) in a month</b>          |
| <b>Top 10% earned more than SGD 1,630 (\$1,199 USD) in a month</b>  |
| <b>Top 1%* earned more than SGD 13,382 (\$9,842 USD) in a month</b> |

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

\*In 2024, the tenure of the top 1% typically ranged from 5 to 12 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 (65) 3105 8448 for more information.