

HISTORICAL ANALYSIS

HERBALIFE LTD

INCOME STATEMENT

(000) OMITTED YR END: December 31

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Retail Sales	2,146	2,576	3,100	3,511	3,811	3,690	4,306	5,428	6,404	4,201	4,567	4,187
Distributor Allowance	(1,021)	(1,225)	(1,473)	(1,659)	(1,779)	(1,696)	(1,969)	(2,483)	(2,927)			
Handling & Freight	185	216	258	293	327	331	397	510	595	625	391	283
Cost Of Goods Sold	270	316	380	438	458	493	559	680	813	963	983	856
GROSS PROFIT	1,040	1,251	1,505	1,707	1,901	1,831	2,175	2,774	3,260	3,862	3,976	3,613
Sell General Adm	414	451	539	598	731	734	813	987	1,165	1,514	1,861	1,654
R&D												
Advertising							31	38	42	58	70	66
Pre-Opening												
Executive Salaries												
Deprec/Amort												
Royalty Overrides	465	556	675	760	797	762	900	1,138	1,339	1,498	1,471	1,251
Oper Exp Rentals	23	26	34	37	41	40	44	49	53	58	60	58
Fixed Charges												
Other Oper Expense												
TOTAL OPER EXP	901	1,032	1,248	1,394	1,569	1,535	1,788	2,212	2,598	3,127	3,462	3,029
OPER PROFIT	139	219	257	313	332	296	388	562	661	735	514	584
Other Income						5	2	7	6	8	13	6
Extra Item (Net)												
Other Expense											13	2
Interest Expense	123	44	40	11	13	10	10	10	17	27	92	101
Minority Interest (+)												
PRE TAX PROFIT	15	175	217	303	319	291	380	560	651	717	421	486
Income Tax	30	82	74	111	98	88	81	147	174	189	113	147
NET PROFIT	(14)	93	143	191	221	203	299	413	477	528	309	339

HERBALIFE LTD													
BALANCE SHEET													
(000) OMITTED YR END: December 31													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Cash	202	88	154	187	151	151	191	259	334	973	645	890	
Mkt. Securities													
Acct Receivable	34	42	59	67	79	81	89	92	118	103	86	71	
Allow Bad Debt (-)	(5)	(5)	(7)	(8)	(9)	(4)	(3)	(2)	(2)	(2)	(2)	(2)	
Total Inventory	71	110	146	129	134	146	182	248	339	351	378	332	
Raw Materials								22	20				
Work-in-Process								3	2				
Finished Goods								224	318				
LIFO Reserve (-)													
Tax Refund Receivable			2										
DIT	22	24	60	40	40	39	43	56	49	70	101	114	
Prepays & Other	46	41	41	72	89	101	94	117	125	149	186	161	
TOT CURR ASSET	370	300	456	487	485	514	596	769	964	1,643	1,393	1,566	
Land	7	6	6						22	22	22	22	
Buildings													
Mach & Equipment	69	90	132	187	265	325	344	387	447	625	828	854	
Furn, Fixt & Other													
Constr In Progress													
Accm Depr & Amt (-)	(20)	(31)	(33)	(66)	(89)	(147)	(167)	(194)	(226)	(328)	(483)	(537)	
NET FIXED ASSETS	55	65	105	121	175	178	177	194	243	319	367	339	
Contracts In Progress													
LT Investments													
Investment in Sub													
Prepaid Retirement Pla	12	13	18	19	16	17	19	21	24	27	27	29	
Intangibles (Net)	503	452	427	424	423	416	415	422	424	416	413	402	
Other	8	8	11	16	23	21	26	41	49	69	175	141	
TOTAL ASSETS	949	838	1,017	1,067	1,121	1,146	1,232	1,446	1,704	2,474	2,375	2,478	
Commercial Paper													
Notes Payable													
LTD Current	120	10	6	5	15	12	3	2	56	81	100	230	
Accts Payable	24	39	40	35	41	37	44	57	75	83	72	71	
Deferred Revenues	9	11	11	12	13	22	35	32	16	68	70	64	
Dividends Payable													
Income Tax Payable	18	12		29	37	40	15	31	49	44	60	53	
Taxes Non-Income													
Marketing & Distrib													
Employee Compens	27	33	46	54	61	65	69	76	95	112	70	129	
Royalty Overrides	85	87	117	127	130	145	162	198	243	267	251	250	
Rent													
Insurance													
Warranty Costs													
Other	87	94	104	114	105	108	142	153	182	268	252	229	
TOTAL CURR LIAB	371	285	323	376	402	430	471	549	717	922	875	1,024	
LTD	366	253	180	360	337	238	175	202	431	850	1,712	1,393	
Repurch Agrm Oblig													
Notes													
Notes													
Bonds													
Bonds													
Securitization of A/Rs													
Other - Non-Int Debt	3	2	15	21	24	25	23	39	43	47	65	71	
Post Retirement Obligation	14	15	18	20	14	17	20	24	29	37	43	44	
Subordinated Debt													
Subordinated Debt													
TOTAL LIABILITIES	754	556	537	777	776	709	689	814	1,220	1,856	2,694	2,531	
DIT	130	113	126	108	104	78	56	72	63	66	15	0	
Minority Interest													
Reserves													
Forgn Curr Transl Adj													
Min Pension Liab Adj													
Stock Option Loans													
Cumm Unreal Inv G/L	4	1	(1)	(4)	(29)	(23)	(27)	(38)	(32)	(20)	(78)	(166)	
Deferred Compensation (-)													
Treasury Stock (-)		(0)											
Retained Earnings	(14)	79	222	25	73	160	266	306	148	247	(665)	(326)	
Paid-In-Capital	75	90	133	161	198	223	249	292	304	324	409	438	
Preferred Stock A													
Preferred Stock B													
Common Stock A	0	0	0	0	0	0	0	0	0	0	0	0	
Common Stock B													
TOT NET WORTH	64	169	354	182	242	359	487	560	421	551	(334)	(54)	
TOT LIAB + NW	949	838	1,017	1,067	1,121	1,146	1,232	1,446	1,704	2,474	2,375	2,478	

HERBALIFE LTD													
MISCELLANEOUS DATA													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Common Dividends	185			42	51	49	54	85	135	123	30		
Depreciation	44	35	30	35	49	62	69	72	74	85	93	98	
Other Non Cash Chg	38	7	7	13	(15)	5	(7)	10	4	16	222	31	
= Depletion													
+ Amortization	7	1	0	0	0		1	1	2				
- G/L On Sale Secs										(16)	(222)	(31)	
- G/L On Sale Land	(31)	(6)	(7)	(13)	15	(5)	7	(9)	(2)				
- Equity Earnings													
+ Equity Dividends													
+ Other													
Preferred Dividends													
Other Fixed Chg													
Costs Capitalized	7	1	4										
Int Exp Capitalized													
CF Interest Exp Paid	88	38	40	15	18	10	9	9	14	23	39	51	
CF Income Tax Paid	20	65	65	62	74	95	111	119	170	197	181	168	
Defer Inc Taxes (+)	4	16	(23)	10	(3)	(11)	(33)	(13)	(9)	(25)	(85)	(38)	
CFFO Def Inc Tax (+)	4	(12)	(20)	3	(4)	(11)	(33)	(13)	(9)	(25)	(85)	(38)	
Bal Sh Change DFIT	XXX	(19)	(23)	2	(4)	(24)	(26)	4	(3)	(17)	(82)	(28)	
Tax Val Allowance											330	121	
Capital Expenditures	23	32	62	42	89	49	68	90	122	147	174	79	
Proceeds Asset Sale	0	0	0	0	0	0	0	0	0			0	
Maintenance Exp.													
# Yr-End Employees	2,284	2,946	2,644	3,600	4,000	4,100	4,500	5,100	6,200	7,000	7,800	8,000	
Σ Square Footage													
Accountants:	KPMG LLP												
Audit Fees													
Non-Audit Fees													
Commitments and Contingencies:													
LT Lease Obligations	9	62	75	97	121	123	123	120	143	126	123	140	
Total Amount	673	460	359	620	565	434	368	418	798	1,238	2,516	2,257	
Depreciation & Amortization Estimates of Useful Asset Lives (Years):													
Buildings													
Mach & Equip													
Goodwill													
Investments:													
Held-Maturity													
Trading													
Available-Sale													
PENSION + POST-RETIREMENT PLAN(S) DATA	Smoothing or Pure Market Values?												
FV Plan Assets													
Projected Bene Oblig													
Assumed Rate of Return													
Funded Status													
Expected Return													
Actual Return													
Recognized on BalSheet													
OperStm Net CR/Cost													
STOCK DATA													
# C/S Outstanding	106	138	142	139	128	122	119	118	112	103	86	83	
# Diluted C/S Outstd	106	145	149	145	132	126	126	125	118	107	91	85	
\$ Amt Dilution Adjstm													
Treasury Stk Repur	(200)			366	139	75	160	322	557	307	1,292	17	
Proceeds Ex Stk Opt	2	2	12	14	20	8	15	22	11	1	3	2	
Stk Option Tax Bene													
Stk Opt Compensation													
Stock Based Comp	2	3	11	13	18	21	23	24	28	30	46	45	
Excess Tax Benefit			20	19	15	3	8	27	30	16	10	4	
# Shares Under Option													
Wted Avg Price/Opt Shr													
STOCK MARKET DATA													
High Price	8.43	16.88	20.67	23.02	25.55	22.22	35.65	57.45	73.00	81.75	71.18	61.95	
Low Price	7.00	7.43	13.87	14.63	7.24	6.06	18.53	31.26	24.24	30.84	35.45	30.02	
Last Price	8.13	16.26	20.08	20.14	10.84	20.29	34.19	51.67	32.94	78.70	37.70	53.62	
MARKET CAPITAL	860	2,357	2,992	2,929	1,426	2,560	4,324	6,451	3,882	8,452	3,423	4,574	

HERBALIFE LTD												
ANALYSIS RATIOS												
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
SOLVENCY												
Debt/Equity	250%	93%	39%	126%	102%	57%	33%	32%	101%	151%	-568%	-3055%
TNW+Sub Debt	(439)	(284)	(73)	(242)	(181)	(57)	72	138	(3)	135	(747)	(456)
Tangible NW/Debt	(0.58)	(0.51)	(0.14)	(0.31)	(0.23)	(0.08)	0.11	0.17	(0.00)	0.07	(0.28)	(0.18)
(TNW+SubDebt)/(Debt-SubDebt)	(0.58)	(0.51)	(0.14)	(0.31)	(0.23)	(0.08)	0.11	0.17	(0.00)	0.07	(0.28)	(0.18)
Solvency Ratio	0.05	0.23	0.32	0.29	0.35	0.37	0.53	0.60	0.45	0.33	0.15	0.17
CFFO/Debt	XXX	0.39	0.93	0.80	0.72	1.13	2.06	2.50	1.17	0.86	0.24	0.36
Times Interest Earned	1.12	4.34	5.26	14.31	12.89	13.73	16.73	22.31	20.03	16.66	4.77	5.06
Fixed Charge Coverage	1.11	3.52	3.94	7.43	6.91	6.90	8.15	10.48	10.41	9.52	3.78	4.07
CFFO/Fixed Charges	XXX	1.48	2.33	6.20	4.66	5.74	6.90	8.63	8.23	9.53	2.87	3.64
Debt/EBITDA	1.45	0.66	0.10	0.49	0.51	0.26			0.20		1.68	1.01
EBITDA/Interest	1.51	5.04	5.86	15.87	14.73	16.80	20.86	25.09	22.26	18.68	6.22	6.05
Funds Flow Coverage	(1.83)	2.53	3.47	2.94	3.18	3.45	5.40	4.30	2.96	2.76	2.43	1.44
Avg Int Exp Rate	XXX	11.72%	17.63%	3.84%	3.69%	3.19%	4.51%	5.17%	4.83%	3.75%	6.69%	5.85%
TAKEOVER TARGET												
EBITDA	197	264	299	361	395	384	504	659	761	855	694	725
EV/EBITDA	5.81	9.58	10.12	8.61	4.12	6.93	8.56	9.71	5.30	9.84	6.61	7.32
Price/EBIDTA	4.37	8.91	10.02	8.12	3.61	6.67	8.58	9.79	5.10	9.89	4.93	6.31
SALES												
Sales Growth	XXX	19.63	20.35	13.81	9.94	(1.47)	17.62	26.34	17.88	18.49	2.76	(9.87)
CGS Growth	XXX	16.98	20.46	15.26	4.57	7.58	13.32	21.70	19.48	18.56	2.02	(12.91)
Oper Exp. Growth	XXX	14.53	20.96	11.70	12.50	(2.11)	16.44	23.73	17.45	20.33	10.73	(12.50)
Sales/Square Foot												
FUNDS MANAGEMENT												
A/R Turn Days	9.58	9.78	11.37	11.34	12.23	12.72	11.86	9.72	10.62	7.76	6.30	5.84
A/R Debt Allowance	14.01%	11.15%	11.79%	11.81%	11.38%	4.92%	3.61%	2.45%	1.92%	2.16%	2.22%	2.10%
Collections/Sales	XXX	1.00	1.01	1.00	1.01	1.00	1.00	1.00	1.01	1.00	1.00	1.00
Inv Turn Days	96.20	127.00	140.24	107.19	107.08	108.11	119.26	133.03	152.56	133.15	140.35	141.66
Raw Materials								11.65	8.81			
Work-in-Process								1.34	0.85			
Finished Goods								120.03	142.89			
A/P Turn Days	XXX	44.83	37.78	33.49	36.12	30.83	30.36	30.97	33.10	33.92	28.86	36.46
Net Trade Cycle	XXX	91.94	113.83	85.04	83.19	90.00	100.77	111.78	130.08	106.99	117.79	111.04
Acct Pay/Inv	34.40%	35.67%	27.38%	27.50%	30.57%	25.58%	24.00%	23.05%	22.16%	23.55%	19.17%	21.42%
Net FA/Sales	XXX	3.84%	4.51%	5.27%	6.28%	7.60%	6.50%	5.37%	5.36%	5.82%	6.91%	7.90%
DeprExp/(NFA-L-CIP)	XXX	65.81%	38.00%	31.94%	32.87%	35.32%	38.61%	38.72%	35.90%	32.74%	29.07%	29.63%
Inc Accm/Deprec/Deprec	XXX	29.22%	6.17%	94.91%	48.04%	92.86%	28.45%	37.29%	43.23%	120.43%	166.78%	55.20%
Asset Utilization Ratios												
Sales/Cash	XXX	10.81	15.55	12.56	13.95	15.41	16.02	15.38	13.75	7.39	6.13	5.82
Sales/Tot Assets	XXX	1.75	2.03	2.06	2.16	2.05	2.30	2.58	2.59	2.31	2.05	1.84
Accrued Accounting												
Prepays/Sales	3.51%	2.60%	2.19%	3.36%	3.78%	4.35%	3.44%	3.39%	3.08%	3.08%	3.75%	3.60%
Accruals/Sales	16.59%	14.40%	14.13%	15.10%	14.12%	15.40%	14.22%	13.27%	13.99%	14.30%	12.75%	14.77%
Inc Pay/Inc Tax Exp	59.49%	14.69%		25.73%	38.13%	46.01%	19.02%	21.34%	28.46%	23.15%	53.02%	35.71%
R&D/Sales												
Dividend Safety												
CDiv/(NP-Exl-Pfd)	-1289.48%			21.70%	22.92%	23.96%	17.96%	20.72%	28.31%	23.34%	9.85%	
(CFFO-CapEx)/Div	XXX			6.02	3.22	4.80	5.56	4.91	3.32	5.32	8.61	
PROFITABILITY AND LEVERAGE												
Profit Margin	-1.09%	5.94%	7.59%	8.92%	9.38%	8.75%	10.94%	11.94%	11.72%	10.93%	6.23%	7.59%
Net Profit/Employee	XXX	36	51	61	58	50	70	86	84	80	42	43
Return on Tot Assets	XXX	13%	18%	19%	21%	19%	26%	31%	31%	26%	16%	17%
Return on C/S Equity	XXX	80%	55%	71%	104%	68%	71%	79%	97%	109%	285%	-175%
COROA	XXX	0%	6%	19%	13%	14%	18%	23%	20%	21%	8%	12%
Du Pont's Formula for ROE:												
Profit/Sales	XXX	0.06	0.08	0.09	0.09	0.09	0.11	0.12	0.12	0.11	0.06	0.08
Sales/Assets	XXX	1.75	2.03	2.06	2.16	2.05	2.30	2.58	2.59	2.31	2.05	1.84
Assets/Equity	XXX	7.66	3.55	3.89	5.16	3.77	2.81	2.56	3.21	4.30	22.34	(12.51)
Finl Leverage Index	XXX	6.12	3.00	3.76	4.96	3.65	2.74	2.51	3.13	4.14	18.35	
LIQUIDITY												
Working Capital	(2)	14	132	112	83	84	125	220	247	721	519	542
Current Ratio	1.00	1.05	1.41	1.30	1.21	1.19	1.27	1.40	1.34	1.78	1.59	1.53
Quick Ratio	0.62	0.44	0.64	0.66	0.55	0.53	0.59	0.64	0.63	1.16	0.83	0.94
Quick/Current Ratio	0.62	0.42	0.45	0.51	0.46	0.44	0.46	0.45	0.47	0.65	0.52	0.61
CFFO/AvgCL	XXX	0.31	0.57	0.83	0.65	0.68	0.81	1.00	0.90	0.98	0.48	0.61
"Free Cash Flow"	XXX	72	110	208	112	185	245	334	313	531	231	498
Total Debt/FrCFlow	XXX	3.92	1.99	1.95	3.46	1.57	0.90	0.80	1.79	1.91	8.30	3.49
WORKING CAPITAL PERFORMANCE												
Days Sales Outstanding	9.58	9.77	11.36	11.33	12.22	12.71	11.86	9.71	10.61	7.75	6.29	5.83
Days Inventory Outstanding	19.81	25.58	28.27	21.88	20.79	22.92	24.36	26.17	30.42	26.57	27.80	27.12
Days Payables Outstanding	6.82	9.12	7.74	6.02	6.36	5.86	5.84	6.03	6.74	6.26	5.33	5.81
Days Working Capital	22.57	26.23	31.89	27.19	26.66	29.77	30.37	29.85	34.29	28.06	28.77	27.14
PIOTROSKI SCORE												
PIOTROSKI SCORE	XXX	7.00	6.00	6.00	8.00	5.00	8.00	8.00	5.00	5.00	6.00	7.00

HERBALIFE LTD													
PREDICTOR OF FINANCIAL DISTRESS													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
ALTMAN													
Privately Held Non-Manufacturing Firms													
Z Score	1.01	2.49	3.95	2.98	3.01	3.23	4.23	5.06	4.23	4.57	1.84	2.57	
Z Score is a predictor of bankruptcy within one (1) time period. High probability if Z Score < 1.10. 1.10 =< "gray area" =< 2.60. Low probability if Z Score > 2.60.													
Privately Held Firms													
Z Score (1983)	1.85	2.90	3.19	3.11	3.26	3.22	3.75	4.19	3.93	3.30	2.62	2.57	
Z Score is a predictor of bankruptcy within one (1) time period. High probability if Z Score < 1.20. 1.20 =< "gray area" =< 2.90. Low probability if Z Score > 2.90.													
Publicly Held Firms													
Z Score (1968)	2.52	5.30	6.33	5.30	4.33	5.28	7.22	8.64	5.80	6.04	3.39	3.71	
Z Score is a predictor of bankruptcy within one (1) time period. High probability if Z Score < 1.81. 1.81 =< "gray area" =< 2.99. Low probability if Z Score > 2.99.													
SPRINGATE (Canadian)													
Z Score (1978)	1.99	3.08	3.03	3.26	3.23	3.01	3.33	3.74	3.57	3.00	2.55	2.45	
Z Score is a predictor of bankruptcy within one (1) time period. High probability if Z Score < .862.													
FULMER													
Z Score (1984)	XXX	(1.80)	(0.62)	(0.97)	(0.89)	(0.28)	0.55	0.97	0.02	(0.02)	(3.53)	(3.08)	
Z Score is a predictor of bankruptcy within one (1) time period. High probability if Z Score < 0.0.													
LEGAULT (Canadian)													
Manufacturing Firms													
CA Score (1987)	XXX	XXX	(0.11)	0.71	0.07	0.36	0.69	1.28	1.67	1.08	0.56	(1.67)	
CA Score is a predictor of bankruptcy within one (1) time period. High probability if CA Score < -0.3.													
B-SHERROD													
Z-Score	2.79	4.19	8.68	7.20	7.25	7.59	10.33	11.50	10.42	13.69	8.34	9.59	
Z > 25 - no exposure to risk of bankruptcy; Z < 5 -- significant exposure to risk of bankruptcy.													
ZMIJEWSKI													
(1984)	62%	15%	3%	17%	11%	6%	1%	1%	7%	16%	94%	82%	
Probability of bankruptcy.													

HERBALIFE LTD												
QUALITY OF REPORTED EARNINGS												
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Net Profit	XXX	93	143	191	221	203	299	413	477	528	309	339
CFFO	XXX	103	172	292	252	283	367	510	570	801	435	576
Earnings Quality Tests:												
(NP - CFFO)/CFFO	XXX	-10%	-17%	-34%	-12%	-28%	-18%	-19%	-16%	-34%	-29%	-41%
(NP - CFFO)/TA	XXX	-1%	-3%	-9%	-3%	-7%	-5%	-7%	-5%	-11%	-5%	-10%
NP>0; CFFO<0	XXX											
ΔNP ↑ ΔCFFO ↓	XXX	XXX			Yes							
Acctg Int/CF Int Paid	140%	115%	99%	71%	75%	96%	104%	112%	117%	115%	234%	199%
Acctg Tax/CF Tax Paid	XXX	1.09	1.70	1.16	1.25	1.01	1.25	1.21	0.97	1.11	1.00	1.14
Def Tax/Tax Exp	0.12	0.20	(0.31)	0.09	(0.03)	(0.13)	(0.41)	(0.09)	(0.05)	(0.13)	(0.75)	(0.26)
Effective Rate<30%?	193%	47%	34%	37%	31%	30%	21%	26%	27%	26%	27%	30%
Manipulation Index	XXX	(1.05)	(1.95)	(3.07)	(2.53)	(2.72)	(2.48)	(2.67)	(2.91)	(3.24)	(3.17)	(3.55)
Prob of Manipulation	XXX	14.71%	2.58%	0.11%	0.57%	0.33%	0.65%	0.38%	0.18%	0.06%	0.08%	0.02%
M-Score (5 VAR)	XXX	(2.70)	(2.71)	(2.85)	(2.81)	(2.85)	(2.89)	(2.94)	(2.77)	(3.17)	(2.90)	(3.13)
M-Score (8 VAR)	XXX	(2.20)	(2.23)	(2.94)	(2.47)	(2.70)	(2.62)	(2.75)	(2.61)	(3.22)	(2.98)	(3.11)
Fraud-Score	XXX	XXX	0.45	0.76	0.37	0.35	0.41	1.09	0.98	0.69	0.62	0.30
C-Score	XXX	XXX	5	3	3	4	1	4	4	4	3	1
ROIC	XXX	35.75%	42.46%	47.43%	49.15%	42.77%	55.04%	72.22%	73.19%	58.36%	33.77%	38.13%
ROIC With LT Leases	XXX	33.80%	38.15%	41.96%	42.32%	36.37%	46.87%	62.48%	63.88%	52.73%	31.21%	35.11%
Oper CF ROIC	XXX	42.87%	51.31%	55.94%	53.61%	53.02%	64.17%	85.27%	82.86%	67.28%	56.02%	46.98%
Sales Growth	XXX	19.63%	20.35%	13.81%	9.94%	-1.47%	17.62%	26.34%	17.88%	18.49%	2.76%	-9.87%
Inventory Growth	XXX	54.43%	33.02%	-11.91%	4.46%	8.61%	25.01%	35.75%	37.03%	3.47%	7.55%	-12.10%
Raw Materials	XXX								-9.68%	-100.00%		
Work-in-Process	XXX								-24.00%	-100.00%		
Finished Goods	XXX								42.24%	-100.00%		
A/R Growth	XXX	22.07%	39.89%	13.50%	18.61%	2.47%	9.73%	3.49%	28.83%	-13.43%	-16.59%	-16.49%
A/P Growth	XXX	60.10%	2.13%	-11.54%	16.13%	-9.14%	17.29%	30.40%	31.73%	9.96%	-12.45%	-1.80%
Chg Cash for Inventory	XXX	24	35	(13)	0	15	30	52	74	4	37	(44)
Fictitious Inventory?												
Gross Mgn & Inventory	XXX	Problem!					Problem!	Problem!			Problem!	Problem!
Sales, Gross Mgn & Inv	XXX											Real Problem!
Overstated Inv & A/Rs?												
A/R / Total Sales	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.03	0.02	0.02	0.02
Inventory / CGS	0.26	0.35	0.38	0.29	0.29	0.30	0.33	0.36	0.42	0.36	0.38	0.39
Fictitious Assets?												
Sales/NFA	XXX	26.04	22.16	18.97	15.91	13.15	15.39	18.62	18.66	17.18	14.46	12.66
Sales/Total Assets	XXX	1.75	2.03	2.06	2.16	2.05	2.30	2.58	2.59	2.31	2.05	1.84
Abnormal E/ee Chg.	XXX		Yes									
Inventory	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Raw Materials								8.76%	5.77%			
Work-in-Process								1.01%	0.56%			
Finished Goods								90.23%	93.66%			
Hidden LIFO Liquidation?	XXX	No.	No.	No.	No.	No.	No.	No.	No.	No.	No.	30
Reserve Changes Impact on Net Profit												
LIFO	XXX											
A/R Allowance	XXX	0	(2)	(1)	(1)	5	1	1	(0)	0	0	0
Tax Val Allowance	XXX										(330)	209
Long-Term Accruals	XXX	(1)	(16)	(8)	4	(4)	(2)	(19)	(9)	(12)	(24)	(7)
Intangibles/NW	782%	268%	121%	233%	175%	116%	85%	75%	101%	75%	-123%	-751%
PENSION + POST-RETIREMENT PLAN(S) ANALYSIS												
Rate of Return Chg?	XXX											
Funded Status												
Unfunded/TNW												
Bal Sheet Surplus/Deficit												
Additional Liability?												
Actual-Expected ROPA?												
Chg Unrecogn Actual G/L	XXX											
Pension Income/NP												
Future Asset Write-Offs?	XXX	XXX	Maybe.	No.	No.	Maybe.	No.	No.	No.	No.	No.	Maybe.
Dec Deferred Revenue?	XXX							10%	50%			9%

HERBALIFE LTD												
QUALITY OF REPORTED EARNINGS												
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
Fixed Asset Analysis (Under-expensed? Uncompetitive? Milked?)												
Depreciable Life	XXX	2.24	3.69	4.54	4.64	4.73	4.88	5.09	5.61	6.32	7.79	8.58
Approx Age (Yrs)	0.47	0.87	1.09	1.88	1.83	2.36	2.43	2.70	3.04	3.87	5.19	5.48
AccDeprec/GFA	0.30	0.34	0.25	0.35	0.34	0.45	0.48	0.50	0.51	0.52	0.58	0.63
Depreciation/Sales	3.35%	2.26%	1.59%	1.64%	2.07%	2.69%	2.51%	2.08%	1.83%	1.76%	1.88%	2.19%
Maintenance/Sales												
Dec Deprec Exp?	XXX	Yes.	Yes.	No.	No.	No.	No.	No.	No.	No.	No.	No.
CapExpend/Deprec	0.53	0.89	2.08	1.19	1.82	0.79	0.99	1.26	1.63	1.73	1.86	0.81
CapEx/Sales	1.76%	2.01%	3.31%	1.95%	3.76%	2.11%	2.49%	2.62%	2.98%	3.04%	3.50%	1.77%
Capitalizing Operating Expenses?												
PP&E/Sales	6%	6%	7%	9%	11%	14%	13%	11%	12%	13%	17%	20%
PP&E/CGS	28%	30%	36%	43%	58%	66%	62%	57%	58%	67%	86%	102%
Depreciation/PP&E	58%	37%	22%	19%	18%	19%	20%	19%	16%	13%	11%	11%
Stock Option Compensation:												
Stk Opt Comp/NP												
Tax Benefit/CFFO	XXX											
Stock Option Overhang as an Impediment to Growth:												
% Option/Dil Shares												
Wted Avg Pr/Share												
Cash Reinvestment	XXX	17.67%	23.75%	33.01%	24.83%	27.11%	33.73%	38.90%	35.84%	36.10%	20.42%	28.95%

HERBALIFE LTD													
STATEMENT OF SHAREHOLDERS' EQUITY													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Begin Net Worth	XXX	64	169	354	182	242	359	487	560	421	551	(334)	
Net Profit	XXX	93	143	191	221	203	299	413	477	528	309	339	
Stk Option Shares	XXX	2	12	14	20	8	15	22	11	1	3	2	
Stk Opt Tax Benefits	XXX												
Stock Based Comp	XXX	3	11	13	18	21	23	24	28	30	46	45	
Excess Tax Benefits	XXX		(20)	(19)	(15)	(3)	(8)	(27)	(30)	(16)	(10)	(4)	
Treasury Stk Repur	XXX			(366)	(139)	(75)	(160)	(322)	(557)	(307)	(1,292)	(17)	
Forgn Curr Transl Adj	XXX												
Min Pension Liab Adj	XXX												
Stock Option Loans	XXX												
Unreal Investm G/L	XXX	(3)	(1)	(3)	(25)	5	(4)	(11)	6	12	(58)	(87)	
Other *	XXX	10	40	40	30	7	16	59	59	6	148	3	
Cash Dividends	XXX			(42)	(51)	(49)	(54)	(85)	(135)	(123)	(30)		
Ending Net Worth	XXX	169	354	182	242	359	487	560	421	551	(334)	(54)	
* E.G. Compensation Under Employee Incentive Plans; Acquisitions; Securities Valuation Adjustment; Conversion of Subordinated Notes; Repayment of Notes Receivable from ESOP.													

HERBALIFE LTD													
FUNDS STATEMENT													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
SOURCES OF FUNDS													
Net Profit	XXX	93	143	191	221	203	299	413	477	528	309	339	
Depreciation	XXX	35	30	35	49	62	69	72	74	85	93	98	
Other Non-Cash Chg *	XXX	7	7	13	(15)	5	(7)	10	4	16	222	31	
CASH FLOW	XXX	136	181	240	255	271	361	495	556	628	624	468	
Inc Non-Curr Liab	XXX			188				46	238	431	885		
Dec Fixed Assets	XXX												
Dec Other Non-Curr A	XXX	43	10		13	2	2					12	
Inc Res & Def Credits	XXX		13					17		3			
Other Inc NW	XXX	11	42										
Dec Working Cap	XXX			21	29							202	
TOTAL PROVIDED	XXX	190	246	449	297	272	363	558	794	1,062	1,711	480	
APPLICATIONS OF FUNDS													
Cash Div or Wd	XXX			42	51	49	54	85	135	123	30		
Dec Non-Curr Liab	XXX	112	57		28	95	61					313	
Inc Fixed Assets	XXX	45	70	51	103	65	68	88	124	161	141	71	
Inc Other Non-Curr A	XXX			17				35	17	30	325		
Dec Res & Def Credits	XXX	18		19	4	26	22		9		51	15	
Other Dec NW	XXX			322	111	37	118	254	482	274	1,164	58	
Inc Working Capital	XXX	16	118			1	41	95	27	474		23	
TOTAL APPLIED	XXX	190	246	449	297	272	363	558	794	1,062	1,711	480	

HERBALIFE LTD													
STATEMENT OF COMPREHENSIVE INCOME													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Net Profit	XXX	93	143	191	221	203	299	413	477	528	309	339	
Forgn Curr Transl Adj	XXX												
Min Pension Liab Adj	XXX												
Unreal Investm G/L	XXX	(3)	(1)	(3)	(25)	5	(4)	(11)	6	12	(58)	(87)	
Comprehensive Inc	XXX	90	142	188	197	209	295	402	483	539	250	252	

HERBALIFE LTD													
STATEMENT OF CASH FLOW FROM OPERATIONS AND FREE CASH FLOW													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Net Profit	XXX	93	143	191	221	203	299	413	477	528	309	339	
DIT	XXX	(12)	(20)	3	(4)	(11)	(33)	(13)	(9)	(25)	(85)	(38)	
Depreciation	XXX	35	30	35	49	62	69	72	74	85	93	98	
Depletion	XXX												
Amortization	XXX	1	0	0	0		1	1	2				
Stock Based Comp	XXX	3	11	13	18	21	23	24	28	30	46	45	
Chg LT Accruals	XXX	1	16	8	(4)	4	2	19	9	12	24	7	
LIFO Charge(s)	XXX												
G/L on Sale of Secs	XXX									12	162	22	
G/L on Sale of Land	XXX	3	5	8	(11)	3	(6)	7	2				
Equity Earnings	XXX												
Equity Dividends	XXX												
Other	XXX												
Amt Dilution Adj	XXX												
Extra Item (Net)	XXX												
Minority Interest	XXX												
Capitalized Int/Costs	XXX	(1)	(4)										
Chg Accts Recv	XXX	(8)	(17)	(8)	(12)	(2)	(8)	(3)	(27)	16	17	14	
Chg Allowance A/Rs	XXX	(0)	2	1	1	(5)	(1)	(1)	0	(0)	(0)	(0)	
Chg Inventory	XXX	(39)	(36)	17	(6)	(12)	(37)	(65)	(92)	(12)	(27)	46	
Chg Other Curr Assets	XXX	5	(1)	(31)	(17)	(12)	7	(23)	(8)	(23)	(37)	25	
Chg Accts Payable	XXX	15	1	(5)	6	(4)	6	13	18	7	(10)	(1)	
Chg A/P Adjustment	XXX	(4)											
Chg Income Tax Pay	XXX	(6)	(12)	29	9	3	(25)	16	18	(6)	16	(7)	
Chg Deferred Rev	XXX	1	1	0	1	10	13	(3)	(16)	52	2	(6)	
Chg Other Curr Liabs	XXX	14	53	29	0	22	56	54	93	126	(74)	35	
Cash Flow From Ops	XXX	103	172	292	252	283	367	510	570	801	435	576	
Dividends	XXX			42	51	49	54	85	135	123	30		
Net Cap Expenditure	XXX	31	62	42	89	49	68	90	121	147	174	79	
Free Cash Flow	XXX	72	110	208	112	185	245	334	313	531	231	498	
FCF/Sales	XXX	4.57%	5.84%	9.71%	4.76%	7.97%	8.97%	9.68%	7.70%	11.01%	4.66%	11.14%	
FC Growth Profile	XXX	0.132	0.090	0.162	0.180	0.134	0.136	0.148	0.163	0.061	0.162	0.127	

HERBALIFE LTD													
CASH-GENERATING EFFICIENCY													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
CFFO/NetProfits	XXX	1.11	1.20	1.52	1.14	1.39	1.23	1.24	1.19	1.52	1.41	1.70	
CFFO/Sales	XXX	0.07	0.09	0.14	0.11	0.12	0.13	0.15	0.14	0.17	0.09	0.13	
CFFO/AvgTotAssets	XXX	0.12	0.19	0.28	0.23	0.25	0.31	0.38	0.36	0.38	0.18	0.24	

HERBALIFE LTD													
STATEMENT OF CASH VARIANCE													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Revenue	XXX	257	319	260	213	(35)	410	720	618	753	133	(490)	
Cost of Goods Sold													
Growth	XXX	(53)	(64)	(53)	(44)	7	(87)	(147)	(122)	(150)	(27)	97	
Efficiency	XXX	7	(0)	(6)	24	(41)	21	26	(11)	(1)	7	30	
Operating Expenses													
Growth	XXX	(177)	(210)	(172)	(139)	23	(271)	(471)	(396)	(480)	(86)	342	
Efficiency	XXX	46	(6)	26	(36)	10	18	47	9	(48)	(249)	91	
Receivables													
Growth	XXX	(6)	(8)	(7)	(6)	1	(14)	(23)	(16)	(21)	(3)	8	
Efficiency	XXX	(2)	(7)	0	(5)	(8)	5	19	(10)	37	19	5	
Inventory (Fifo)													
Growth	XXX	(12)	(22)	(22)	(6)	(10)	(19)	(40)	(48)	(63)	(7)	49	
Efficiency	XXX	(27)	(14)	40	0	(1)	(17)	(26)	(43)	51	(19)	(3)	
Accounts Payable													
Growth	XXX	4	8	6	2	3	5	10	11	14	2	(9)	
Efficiency	XXX	11	(7)	(11)	4	(7)	1	4	7	(6)	(12)	8	
Taxes													
Growth	XXX	(308)	(20)	(29)	(6)	9	(27)	(38)	(24)	(18)	78	(17)	
Efficiency	XXX	256	28	(8)	19	2	34	(28)	(3)	2	(1)	(17)	
Deferred Taxes													
Growth	XXX	6	1	(10)	(0)	0	1	(27)	(2)	(1)	10	(26)	
Efficiency	XXX	(22)	(8)	33	(7)	(8)	(23)	48	6	(15)	(70)	73	
Taxes Payable													
Growth	XXX	27	6	(0)	(1)	(1)	6	6	4	8	(3)	(4)	
Efficiency	XXX	(32)	(18)	29	9	4	(31)	10	14	(14)	19	(4)	

HERBALIFE LTD													
WORKING CAPITAL ANALYSIS													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
INC IN WK CAPITAL													
Inc Cash	XXX		66	33			40	68	75	639			244
Inc Accts Recv	XXX	8	17	8	12	2	8	3	27				
Dec Bad Debts	XXX	0				5	1	1		0	0	0	
Inc Inventory	XXX	39	36		6	12	37	65	92	12	27		
Inc Other Curr. Asset	XXX		37	11	17	10		36	2	44	68		
Dec Notes Payable	XXX												
Dec Accts Payable	XXX			5		4					10	1	
Dec Tax Payable	XXX	6	12				25			6		7	
Dec Other Curr. Liab.	XXX	95									53		
DEC IN WK CAPITAL													
Dec Cash	XXX	113			37	0						328	
Dec Accts Recv	XXX									16	17	14	
Inc Bad Debts	XXX		2	1	1				0				
Dec Inventory	XXX			17								46	
Dec Other Curr. Asse	XXX	3					3					12	
Inc Notes Payable	XXX												
Inc Accts Payable	XXX	15	1		6		6	13	18	7			
Inc Tax Payable	XXX			29	9	3		16	18		16		
Inc Other Curr. Liab.	XXX		49	28	12	29	59	49	132	204		158	
WK CAP CHANGE	XXX	16	116	(19)	(29)	1	41	95	27	474	(202)	23	

HERBALIFE LTD													
SALES PER SEGMENT ANNUAL GROWTH RATES (%)													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Retail Sales	XXX	20.01	20.36	13.25	8.55	(3.18)	16.70	26.05	17.99	(34.41)	8.72	(8.34)	
Distributor Allowance	XXX	20.00	20.16	12.63	7.25	(4.63)	16.05	26.13	17.89	(100.00)			
Handling & Freight	XXX	17.26	19.12	13.79	11.42	1.24	19.87	28.50	16.79	4.90	(37.34)	(27.82)	

HERBALIFE LTD													
COMMON SIZE INCOME STATEMENT (%)													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Retail Sales	163.88%	164.40%	164.42%	163.62%	161.54%	158.74%	157.49%	157.12%	157.26%	87.06%	92.11%	93.68%	
Distributor Allowance	-77.97%	-78.22%	-78.10%	-77.29%	-75.40%	-72.98%	-72.00%	-71.88%	-71.89%				
Handling & Freight	14.10%	13.82%	13.68%	13.67%	13.86%	14.24%	14.51%	14.76%	14.62%	12.94%	7.89%	6.32%	
Cost Of Goods Sold	20.61%	20.15%	20.17%	20.43%	19.43%	21.21%	20.44%	19.69%	19.95%	19.97%	19.82%	19.15%	
GROSS PROFIT	79.39%	79.85%	79.83%	79.57%	80.57%	78.79%	79.56%	80.31%	80.05%	80.03%	80.18%	80.85%	
Sell General Adm	31.58%	28.76%	28.57%	27.85%	30.99%	31.58%	29.75%	28.57%	28.60%	31.37%	37.54%	37.01%	
R&D													
Advertising							1.12%	1.11%	1.04%	1.20%	1.41%	1.48%	
Pre-Opening													
Executive Salaries													
Deprec/Amort													
Royalty Overrides	35.50%	35.47%	35.81%	35.42%	33.77%	32.76%	32.93%	32.93%	32.87%	31.03%	29.67%	28.00%	
Oper Exp Rentals	1.72%	1.63%	1.82%	1.70%	1.73%	1.71%	1.59%	1.42%	1.29%	1.19%	1.21%	1.30%	
Fixed Charges													
Other Oper Expense													
TOTAL OPER EXP	68.80%	65.86%	66.20%	64.98%	66.49%	66.05%	65.39%	64.04%	63.80%	64.80%	69.82%	67.79%	
OPER PROFIT	10.59%	13.98%	13.63%	14.59%	14.08%	12.73%	14.17%	16.28%	16.24%	15.24%	10.36%	13.06%	
Other Income						0.19%	0.08%	0.21%	0.15%	0.17%	0.25%	0.13%	
Extra Item (Net)													
Other Expense											0.26%	0.05%	
Interest Expense	9.42%	2.80%	2.10%	0.49%	0.56%	0.41%	0.35%	0.29%	0.41%	0.55%	1.85%	2.25%	
Minority Interest (+)													
PRE TAX PROFIT	1.18%	11.18%	11.53%	14.10%	13.52%	12.52%	13.90%	16.20%	15.98%	14.85%	8.50%	10.88%	
Income Tax	192.84%	46.82%	34.16%	36.73%	30.67%	30.10%	21.28%	26.30%	26.69%	26.40%	26.73%	30.28%	
NET PROFIT	-1.09%	5.94%	7.59%	8.92%	9.38%	8.75%	10.94%	11.94%	11.72%	10.93%	6.23%	7.59%	

HERBALIFE LTD													
COMMON SIZE BALANCE SHEET (%)													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
Cash	21.25%	10.54%	15.18%	17.56%	13.45%	13.16%	15.46%	17.89%	19.57%	39.33%	27.18%	35.91%	
Mkt. Securities													
Acct Receivable	3.62%	5.01%	5.77%	6.24%	7.04%	7.06%	7.21%	6.36%	6.95%	4.14%	3.60%	2.88%	
Allow Bad Debt (-)	-0.51%	-0.56%	-0.68%	-0.74%	-0.80%	-0.35%	-0.26%	-0.16%	-0.13%	-0.09%	-0.08%	-0.06%	
Total Inventory	7.49%	13.11%	14.36%	12.05%	11.99%	12.74%	14.81%	17.13%	19.92%	14.20%	15.90%	13.40%	
Raw Materials								1.50%	1.15%				
Work-in-Process								0.17%	0.11%				
Finished Goods								15.45%	18.66%				
LIFO Reserve (-)													
DIT	2.30%	2.82%	5.92%	3.76%	3.60%	3.37%	3.49%	3.85%	2.90%	2.82%	4.24%	4.58%	
Prepays & Other	4.84%	4.86%	4.06%	6.76%	7.96%	8.83%	7.63%	8.09%	7.36%	6.02%	7.84%	6.50%	
TOT CURR ASSET	38.99%	35.76%	44.81%	45.64%	43.23%	44.81%	48.33%	53.16%	56.57%	66.42%	58.67%	63.21%	
Land	0.71%	0.70%	0.63%						1.30%	0.90%	0.93%	0.90%	
Buildings													
Mach & Equipment	7.28%	10.73%	12.93%	17.52%	23.62%	28.39%	27.94%	26.79%	26.21%	25.25%	34.86%	34.48%	
Furn, Fixt & Other													
Constr In Progress													
Acc Depr & Amt (-)	-2.16%	-3.68%	-3.21%	-6.18%	-7.97%	-12.86%	-13.55%	-13.39%	-13.26%	-13.25%	-20.35%	-21.69%	
NET FIXED ASSETS	5.84%	7.75%	10.35%	11.34%	15.65%	15.53%	14.40%	13.39%	14.25%	12.89%	15.44%	13.69%	
Contracts In Progress													
LT Investments													
Investment in Sub													
Prepaid Retirement Plans	1.27%	1.57%	1.73%	1.81%	1.40%	1.52%	1.50%	1.42%	1.42%	1.08%	1.15%	1.18%	
Intangibles (Net)	53.06%	54.02%	42.00%	39.72%	37.70%	36.28%	33.66%	29.18%	24.89%	16.83%	17.37%	16.22%	
Other	0.84%	0.90%	1.11%	1.49%	2.01%	1.86%	2.10%	2.84%	2.86%	2.77%	7.36%	5.69%	
TOTAL ASSETS	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	
Commercial Paper													
Notes Payable													
LTD Current	12.68%	1.17%	0.55%	0.44%	1.35%	1.08%	0.25%	0.11%	3.30%	3.29%	4.21%	9.26%	
Accts Payable	2.58%	4.67%	3.93%	3.31%	3.66%	3.26%	3.55%	3.95%	4.41%	3.34%	3.05%	2.87%	
Deferred Revenues	1.00%	1.30%	1.12%	1.08%	1.12%	1.94%	2.85%	2.19%	0.93%	2.75%	2.95%	2.57%	
Dividends Payable													
Income Tax Payable	1.86%	1.44%		2.68%	3.33%	3.52%	1.25%	2.17%	2.90%	1.77%	2.51%	2.12%	
Taxes Non-Income													
Marketing & Distrib													
Employee Compens	2.85%	3.89%	4.50%	5.07%	5.41%	5.68%	5.63%	5.29%	5.59%	4.52%	2.93%	5.20%	
Royalty Overrides	8.99%	10.43%	11.49%	11.92%	11.63%	12.63%	13.16%	13.67%	14.28%	10.79%	10.57%	10.09%	
Rent													
Insurance													
Warranty Costs													
Other	9.19%	11.17%	10.20%	10.69%	9.35%	9.42%	11.51%	10.56%	10.65%	10.81%	10.62%	9.23%	
TOTAL CURR LIAB	39.16%	34.08%	31.81%	35.19%	35.84%	37.52%	38.21%	37.94%	42.07%	37.28%	36.84%	41.34%	
LTD	38.57%	30.24%	17.69%	33.78%	30.01%	20.76%	14.21%	13.97%	25.31%	34.36%	72.07%	56.20%	
Repurch Agrm Oblig													
Notes													
Notes													
Bonds													
Bonds													
Securitization of A/Rs													
Other - Non-Int Debt	0.29%	0.28%	1.51%	1.97%	2.10%	2.15%	1.90%	2.71%	2.50%	1.89%	2.72%	2.85%	
Post Retirement Obliga	1.46%	1.81%	1.79%	1.90%	1.25%	1.45%	1.64%	1.64%	1.73%	1.50%	1.81%	1.76%	
Subordinated Debt													
Subordinated Debt													
TOTAL LIABILITIES	79.48%	66.40%	52.80%	72.84%	69.20%	61.88%	55.95%	56.26%	71.61%	75.04%	113.44%	102.14%	
DIT	13.74%	13.46%	12.41%	10.08%	9.25%	6.77%	4.51%	5.00%	3.70%	2.67%	0.64%	0.02%	
Minority Interest													
Reserves													
Forgn Curr Transl Adj													
Min Pension Liab Adj													
Stock Option Loans													
Cumm Unreal Inv G/L	0.41%	0.07%	-0.08%	-0.37%	-2.55%	-2.04%	-2.21%	-2.61%	-1.86%	-0.80%	-3.29%	-6.68%	
Deferred Compensator													
Treasury Stock (-)		-0.03%											
Retained Earnings	-1.51%	9.41%	21.81%	2.36%	6.47%	13.94%	21.56%	21.15%	8.71%	9.99%	-28.02%	-13.17%	
Paid-In-Capital	7.86%	10.69%	13.05%	15.07%	17.63%	19.45%	20.18%	20.19%	17.84%	13.09%	17.23%	17.68%	
Preferred Stock A													
Preferred Stock B													
Common Stock A	0.01%	0.02%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.00%	0.00%	0.00%	
Common Stock B													
TOT NET WORTH	6.78%	20.16%	34.80%	17.08%	21.56%	31.35%	39.54%	38.74%	24.69%	22.29%	-14.08%	-2.16%	
TOT LIAB + NW	100.00%	100.02%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	

HERBALIFE LTD													
STOCK PERFORMANCE ANALYSIS													
	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	
# Outstanding Shares	106	138	142	139	128	122	119	118	112	103	86	83	
# Diluted C/S Outstd	106	145	149	145	132	126	126	125	118	107	91	85	
\$ Amt Dilution Adjstm													
High Price	8.43	16.88	20.67	23.02	25.55	22.22	35.65	57.45	73.00	81.75	71.18	61.95	
Low Price	7.00	7.43	13.87	14.63	7.24	6.06	18.53	31.26	24.24	30.84	35.45	30.02	
Dividends/Share	1.74			0.30	0.40	0.40	0.45	0.73	1.20	1.20	0.35		
Low Yield/Share	20.70%			1.30%	1.56%	1.79%	1.27%	1.27%	1.65%	1.47%	0.49%		
High Yield/Share	24.91%			2.04%	5.49%	6.57%	2.44%	2.33%	4.96%	3.89%	0.99%		
Earnings Per Share													
Diluted EPS	-0.14	0.64	0.96	1.32	1.68	1.61	2.37	3.30	4.05	4.91	3.40	3.98	
High P/E Ratio		26.27	21.52	17.49	15.19	13.79	15.07	17.38	18.03	16.64	20.94	15.58	
Avg High P/E Ratio Latest 3 Yrs =			15.93	21.76	18.07	15.49	14.68	15.41	16.83	17.35	18.54	17.72	
Low P/E Ratio		11.56	14.43	11.11	4.30	3.76	7.83	9.46	5.99	6.28	10.43	7.55	
Avg Low P/E Ratio Latest 3 Yrs =			8.66	12.37	9.95	6.39	5.30	7.02	7.76	7.24	7.56	8.09	
Is the EPS approximate growth rate implicit in the present PE Multiple (H/L) greater than the actual EPS growth rate? Psychological red flag of overpayment regardless of quality?													
		Y/Y	N/N	N/N	N/N	Y/Y	N/N	N/N	N/N	N/N	Y/Y	N/N	
EPS Growth Rate	XXX	-575.04%	49.52%	37.04%	27.75%	-4.17%	46.80%	39.71%	22.53%	21.29%	-30.78%	16.93%	
Sustainable Growth Rate	XXX	79.87%	54.76%	55.92%	80.42%	51.45%	58.00%	62.46%	69.76%	83.20%	256.50%	-174.84%	
Net Profit Growth Rate	XXX	-750.83%	53.68%	33.74%	15.55%	-8.07%	47.15%	37.89%	15.67%	10.53%	-41.48%	9.85%	
Is the EPS approximate growth rate implicit in the present PE Multiple (H/L) greater than the ROE? Psychological red flag of overpayment regardless of quality?													
		N/N	N/N	N/N	N/N	N/N	N/N	N/N	N/N	N/N	N/N	Y/Y	
Return on C/S Equity	XXX	79.87%	54.76%	71.41%	104.34%	67.66%	70.69%	78.78%	97.30%	108.52%	284.52%	-174.84%	
High EPS Relative Weight =			1.14	1.42	1.62	1.76	1.91	2.09	2.26	2.40	2.48	2.52	
Low EPS Relative Weight =			1.13	1.46	1.39	1.34	1.47	1.63	1.68	1.74	2.28	2.13	
Cash Flow Per Share													
Dil Cash Flow/Shr	0.67	0.85	1.08	1.67	1.91	2.06	2.59	3.86	4.64	5.61	5.93	5.04	
Cash Flow	71	123	161	243	251	259	328	482	546	603	539	430	
High P/CF Ratio	12.57	19.81	19.13	13.76	13.38	10.81	13.75	14.88	15.74	14.56	12.00	12.29	
Avg High P/CF Ratio Latest 3 Yrs =			17.17	17.57	15.42	12.65	12.65	13.15	14.79	15.06	14.10	12.95	
Low P/CF Ratio	10.45	8.72	12.83	8.74	3.79	2.95	7.15	8.10	5.23	5.49	5.98	5.96	
Avg Low P/CF Ratio Latest 3 Yrs =			10.66	10.10	8.45	5.16	4.63	6.07	6.82	6.27	5.57	5.81	
High CF/S Relative Weight =			4.30	4.43	4.56	4.05	4.35	4.71	5.13	6.18	5.27	5.12	
Low CF/S Relative Weight =			5.17	5.25	2.69	2.06	2.67	2.41	2.66	2.39	2.43	2.53	
Sales Per Share													
Diluted Sales/Share	12.38	10.81	12.65	14.76	17.94	18.42	21.62	27.67	34.55	44.93	54.61	52.39	
High P/S Ratio	0.68	1.56	1.63	1.56	1.42	1.21	1.65	2.08	2.11	1.82	1.30	1.18	
Avg High P/S Ratio Latest 3 Yrs =			1.29	1.59	1.54	1.40	1.43	1.64	1.95	2.00	1.75	1.44	
Low P/S Ratio	0.57	0.69	1.10	0.99	0.40	0.33	0.86	1.13	0.70	0.69	0.65	0.57	
Avg Low P/S Ratio Latest 3 Yrs =			0.78	0.92	0.83	0.57	0.53	0.77	0.90	0.84	0.68	0.64	
High Sales/Share Relative Wt =			2.44	3.00	3.48	3.75	4.00	3.66	3.33	3.68	3.76	4.19	
Low Sales/Share Relative Wt =			2.82	3.35	2.58	2.18	2.42	2.45	2.67	3.37	2.85	3.30	

Book Value Per Share												
Tangible BV/Share	-4.15	-2.06	-0.52	-1.74	-1.42	-0.46	0.61	1.18	-0.03	1.32	-8.66	-5.51
Book Value/Share	0.61	1.22	2.50	1.31	1.89	2.93	4.09	4.77	3.74	5.37	-3.87	-0.65
High P/BV Ratio	13.86	13.78	8.27	17.56	13.48	7.57	8.71	12.05	19.49	15.21	-18.37	-95.65
Avg High BV/S Ratio Latest 3 Yrs =			11.97	13.20	13.10	12.87	9.92	9.44	13.42	15.59	5.45	-32.93
Low P/BV Ratio	11.51	6.06	5.55	11.15	3.82	2.07	4.53	6.56	6.47	5.74	-9.15	-46.35
Avg Low BV/S Ratio Latest 3 Yrs =			7.71	7.59	6.84	5.68	3.47	4.38	5.85	6.26	1.02	-16.59
High BV/Share Relative Wt =			3.74	3.49	4.04	3.27	3.18	4.35	3.11	3.31	0.99	0.04
Low BV/Share Relative Wt =			2.33	2.68	2.18	1.73	1.76	2.30	2.15	2.13	0.91	0.04
Graham Number												
		4.21	7.35	6.23	8.47	10.31	14.76	18.82	18.47	24.37		
PE Sell-Out Price												
Range	22.34	23.00	25.31	31.15	37.16	37.61	50.82	67.27	81.31	100.01	96.56	105.38
	18.61	19.17	21.09	25.96	30.97	31.34	42.35	56.06	67.76	83.34	80.46	87.81
Undervalued?												
	#VALUE!	0.02	0.03	0.08	0.08	0.20	0.10	0.08	0.10	0.15	0.03	0.12

