



Michael O. Johnson  
Chairman and Chief Executive Officer

Herbalife International of America, Inc.  
800 W. Olympic Boulevard, Suite 406  
Los Angeles, CA 90015

December 12, 2016

Laura Smith, Esq.  
Legal Director  
Truth in Advertising, Inc.  
P.O. Box 927  
Madison, CT 06443

Dear Ms. Smith,

Herbalife is a 36-year old nutrition company with over 8,000 employees and over 4 million independent members around the globe. Our products are based on proven nutrition science and a rigorous quality assurance program. Herbalife has a variety of products to help customers meet their goals whether the objective involves managing, losing or gaining weight or simply improving fitness performance.

We share your keen interest in ensuring that our members and all direct sellers are in full compliance with the rules established by government authorities and hope you will continue to provide us with any relevant information.

Sincerely,

A handwritten signature in black ink, appearing to read "MOJ", with a horizontal line extending to the right.

Michael O. Johnson

MOJ/wc