



Michael O. Johnson | Chief Executive Officer

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June 01, 2006

The Honorable Susan Schwab  
Deputy United States Trade Representative  
600 17<sup>th</sup> Street, N.W.  
Washington, DC 20508

Dear Ambassador Schwab:

I am writing to express Herbalife International of America's support for the bilateral market access agreement between the United States and Vietnam that will be implemented upon Vietnam's accession to the World Trade Organization. Based on this agreement, Herbalife encourages the congressional approval of Permanent Normal Trade Relations (PNTR) status for Vietnam.

Herbalife is a global network marketing company that provides weight-management, nutritional supplement and personal care products to support a healthy lifestyle. In 2005, the Company had net sales of \$1.6 billion. Herbalife products are sold in 62 countries through a network of more than one million independent distributors. Herbalife is currently studying the possibility of entering the Vietnamese market, a process that is greatly enabled by Vietnam's timely WTO accession.

This March, in a letter from the Direct Selling Association's Neil Offen to Ambassador Portman, the industry highlighted concerns about Vietnam's willingness to open its market to U.S. direct selling companies such as Herbalife. With a growing market, Vietnam offers a promising opportunity once restrictions on foreign investment are phased-out. We understand that Vietnam has indeed committed to a gradual removal of limitations on foreign investment in retail services, including multi-level sales activities, and that this obligation will be clarified in the official WTO agreement.

We commend U.S. negotiators for their efforts on our industry's behalf and congratulate them on a successful market-opening agreement. We also look forward to working with our Congressional representatives to ensure approval of Vietnam's PNTR status and a timely WTO accession process.

Sincerely,

A handwritten signature in black ink, appearing to read "M. Johnson", written over the word "Sincerely".

Michael O. Johnson  
Chief Executive Officer