

The average 12-month earnings of a typical Consultant who earned during the Period was \$683. The median 12-month earnings of all Consultants who earned during the Period was \$186.

The typical Consultant includes the Ranks of Consultant to Managing Consultant 3. The commissions detailed in this Income Disclosure Statement represent gross earnings during the Period and do not include potential additional costs as outlined below. A Consultant's earnings will depend on individual diligence, effort, and market conditions. LifeVantage does not guarantee any income or Rank success. A copy of this Income Disclosure Statement must accompany any representations of potential compensation, income, or earnings.

What else should I know about being a Consultant?

As a Consultant, it's important to be aware of the costs associated with running your business. While LifeVantage covers most expenses (e.g., product manufacturing, inventory, commission calculation and payment, website management, etc.), you may incur optional costs that can impact your net earnings from commissions and bonuses. Beyond the initial \$50 Start Kit, potential costs may include registration fees for in-person events (up to \$200 per person, excluding travel or accommodation), sales aids (\$20–\$50), shipping fees, applicable taxes, personal marketing materials, utilities, internet, gas, travel, and phone costs. Being mindful of these potential operating costs will help you better prepare for your journey as a Consultant.



Income Disclosure Statement

ALL CONSULTANTS IN THE UNITED STATES. The table below displays the average and median gross commissions earned from January 1, 2024, to December 31, 2024 (the "Period"). The table below only reflects commissions paid out to Consultants who qualified at a specific Rank that month and were compensated based on that Rank. In other words, the table below does not reflect those who earned zero commissions during the Period. It's important to note some Consultants may not earn commissions every month, or they may be paid at different Ranks as they build their business. Additionally, achieving a specific Rank does not guarantee a specific commission amount; certain qualifications must be met each month to earn commissions as further defined in the Evolve Compensation Plan. During the Period, there were a total of 54,531 U.S. Consultants who had the opportunity to earn commissions under the Evolve Compensation Plan. Of these, 35.52% earned commissions while 64.48% did not. Consultants who did not earn commissions during the Period are not reflected in the table below.

| PAID-AS RANK | TOTAL COMMISSIONS PAID TO CONSULTANTS | AVERAGE MONTHLY COMMISSIONS AT PAID RANK | MEDIAN MONTHLY COMMISSIONS AT PAID RANK | LOWEST MONTHLY COMMISSIONS AT PAID RANK | HIGHEST MONTHLY COMMISSIONS AT PAID RANK | AVERAGE% OF PAID CONSULTANTS AS A % OF TOTAL CONSULTANTS | AVERAGE NUMBER OF MONTHS TO ACHIEVE RANK |
|-------------------------|---------------------------------------|--|---|---|--|--|--|
| CONSULTANT | \$21,720 | \$27 | \$17 | \$2 | \$1,544 | 2.23% | 0 |
| CONSULTANT 1 | \$1,575,689 | \$26 | \$18 | \$1 | \$1,226 | 43.19% | 1 |
| CONSULTANT 2 | \$2,220,333 | \$84 | \$57 | \$2 | \$3,291 | 22.25% | 1 |
| CONSULTANT 3 | \$2,165,616 | \$161 | \$128 | \$3 | \$3,296 | 11.56% | 2 |
| SENIOR CONSULTANT 1 | \$2,689,988 | \$316 | \$257 | \$43 | \$5,925 | 7.23% | 4 |
| SENIOR CONSULTANT 2 | \$3,688,807 | \$531 | \$444 | \$103 | \$4,751 | 5.22% | 4 |
| SENIOR CONSULTANT 3 | \$4,318,916 | \$934 | \$781 | \$184 | \$7,173 | 3.41% | 6 |
| MANAGING CONSULTANT 1 | \$6,760,908 | \$1,704 | \$1,446 | \$340 | \$17,833 | 2.45% | 11 |
| MANAGING CONSULTANT 2 | \$6,548,280 | \$3,403 | \$2,869 | \$817 | \$24,367 | 1.15% | 11 |
| MANAGING CONSULTANT 3 | \$7,225,417 | \$6,715 | \$5,236 | \$2,257 | \$79,617 | 0.65% | 20 |
| EXECUTIVE CONSULTANT 1 | \$9,518,967 | \$14,489 | \$11,449 | \$6,046 | \$102,949 | 0.36% | 30 |
| EXECUTIVE CONSULTANT 2 | \$5,355,716 | \$20,759 | \$19,118 | \$12,502 | \$47,381 | 0.16% | 41 |
| EXECUTIVE CONSULTANT 3 | \$5,012,921 | \$43,591 | \$40,311 | \$15,501 | \$126,544 | 0.07% | 51 |
| EXECUTIVE CONSULTANT 4 | \$3,931,409 | \$67,783 | \$61,251 | \$30,896 | \$151,130 | 0.04% | 39 |
| PRESIDENTIAL CONSULTANT | \$9,964,204 | \$131,108 | \$99,627 | \$68,552 | \$338,534 | 0.04% | 52 |

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