

AVERAGE ANNUAL EARNINGS DISCLOSURE

ALL DISTRIBUTORS IN THE UNITED STATES

The below table shows the average commissions earned during the period January 1, 2020 through December 31, 2020 by U.S. Distributors at various ranks in the LifeVantage Sales Compensation Plan, including the average percentage of total U.S. Distributors and the average earned commissions at each level. During the period, U.S. Distributors earned \$67,696,613 in commissions. There were 72,189 total U.S. Distributors during the period, with 39,844 U.S. Distributors paid in that same period.

January 1, 2020 through December 31, 2020

Distributor Rank	Total Commissions Paid to US Distributors	Average Monthly Commissions at Paid Rank	Minimum Monthly Commissions at Paid Rank	Maximum Monthly Commissions at Paid Rank	Average % of Paid Distributors as a % of Total Distributors	Average Number of Months to Achieve Rank
DISTRIBUTOR	\$1,310,558	\$4	\$0	\$22,500	75.63%	0
PRO 1	\$2,420,081	\$55	\$0	\$6,080	12.65%	2
PRO 2	\$4,101,138	\$228	\$0	\$3,512	5.27%	5
PRO 3	\$6,612,719	\$581	\$0	\$10,777	3.36%	8
PREMIER PRO 4	\$11,092,200	\$1,424	\$0	\$13,290	1.94%	12
PREMIER PRO 5	\$8,153,206	\$2,935	\$0	\$20,667	0.70%	15
PREMIER PRO 6	\$6,514,437	\$6,744	\$0	\$27,450	0.24%	22
ELITE PRO 7	\$7,630,097	\$12,407	\$1,217	\$42,361	0.13%	28
ELITE PRO 8	\$5,423,277	\$23,997	\$4,042	\$87,097	0.05%	31
ELITE PRO 9	\$6,741,785	\$50,690	\$13,316	\$82,237	0.02%	37
MASTER PRO 10	\$4,321,448	\$84,734	\$46,375	\$114,896	0.007%	25
EXECUTIVE MASTER PRO 10	\$3,375,716	\$135,029	\$83,114	\$186,852	0.004%	89

The Distributor sales earnings disclosed herein are potential gross earnings and not net of other business expenses and not necessarily representative of the actual income, if any, that a LifeVantage Distributor can or will earn through the [LifeVantage Sales and Compensation Plan](#). A Distributor's earnings will depend on individual diligence, work effort and market conditions. LifeVantage does not guarantee any income or rank success. This Average Annual Earnings Disclosure is required by law. To obtain additional information about LifeVantage Distributor earnings or this statement, please visit <https://www.lifevantage.com/us-en/earn>.

This Disclosure is intended to provide truthful comprehensive information regarding the income earned by LifeVantage Distributors. A copy of this Disclosure must be presented to prospective Distributors any time Distributor compensation is presented or discussed, or any type of income claim or earnings representation is made, including one-on-one meetings. Earnings representations include: (1) statements of average Distributor earnings, (2) statements of non-average Distributor earnings, (3) statements of Distributor earnings ranges, (4) Distributor income testimonials, (5) Distributor lifestyle claims, and (6) hypothetical claims.

Copies of this Disclosure may be printed or downloaded from the LifeVantage website, www.LifeVantage.com.

