

LifeVantage®

Investor Presentation

February 20, 2024

We offer people around the world a better path to wellness and a healthy, vibrant life.



Forward Looking Statements

SAFE HARBOR STATEMENT

This presentation contains forward-looking statements made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Words and expressions reflecting optimism, satisfaction or disappointment with current prospects, as well as words such as “believe,” “hopes,” “intends,” “estimates,” “expects,” “projects,” “plans,” “look forward to,” “anticipates” and variations thereof, identify forward-looking statements, but their absence does not mean that a statement is not forward-looking. These forward-looking statements are not guarantees of performance and actual results could differ materially from those contained in such statements. These forward-looking statements are based on our current expectations and beliefs concerning future events affecting us and involve known and unknown risks and uncertainties that may cause our actual results or outcomes to be materially different from those anticipated and discussed herein. These risks and uncertainties are discussed in greater detail in our Annual Report on Form 10-K and Quarterly Report on Form 10-Q under the caption “Risk Factors” and in other documents filed by us from time to time with the Securities and Exchange Commission. We caution you not to place undue reliance on the forward-looking statements contained in this presentation. All forward-looking statements are based on information currently available to us as of today, and we undertake no obligation to revise or update these forward-looking statements to reflect events or circumstances after the date of this document, except as required by law.

HEALTH CLAIMS DISCLAIMER

Statements made in this presentation and appendices have not been evaluated by the Food and Drug Administration. LifeVantage products are not intended to treat, cure, prevent or mitigate any disease. The statements in this presentation are for investors’ educational purposes only.



LifeVantage Fact Sheet

NASDAQ Ticker	LFVN	Share price¹	\$6.26
Shares outstanding¹	12.9 million	Float¹	10.2 million
Market Capitalization¹	\$80.6 million	Enterprise Value¹	\$63.2 million
Average Daily Volume¹	51,974	Fiscal 2023 Revenue	\$213.4 million
Cash at December 31, 2023	\$17.3 million	Fiscal 2023 Adjusted EBITDA²	\$11.7 million
Debt at December 31, 2023	Debt free	Fiscal 2023 Adjusted EPS²	\$0.24

(1) As of February 13, 2024.

(2) A reconciliation of non-GAAP measures is included in the appendix to this presentation. Fiscal year ends June 30.



LifeVantage Activating Wellness

COMPANY AT-A-GLANCE

We inspire the remarkable through wellness products and entrepreneurial programs that help people feel better and fuel their purpose.

- ✦ We are world leaders in using nutrigenomics to activate a healthy body, mind, and mood with science-backed products that include unique combinations of naturally occurring compounds.
- ✦ We activate financial, social, and community wellness by using a direct selling model to offer our premium-quality supplements, energy, and skin-care products through a connected network of independent Consultants around the globe.





Our Unique Products Attract Wellness Enthusiasts

Our products are nutrigenomically active, proven to work, provide demonstrable benefits, and are delightful to use every day. Each Activation Path features products that empower a consumer's body to work at its best, so they can look and feel vibrantly healthy at any age.

OPTIMIZE HEALTH

ACHIEVE MORE

LOOK RADIANT



Activation

Optimize Health



Achieve More



Look Radiant



Patented Innovations Support Healthy Aging – Inside, and Out

Patent-pending Protandim® Tri-Synergizer™ addresses prominent theories of aging by activating 3 key natural age-defying processes with Nrf2 Synergizer®, NRF1 Synergizer™, NAD Synergizer™.

Patented Nrf2 Synergizer® ingredients in TrueScience® products activate antioxidant defenses against environmental aggressors for visibly healthier and younger-looking skin.



Market-Driven Products Made for Social Selling

Introduced in June 2022, TrueScience® Liquid Collagen taps into one of the fastest growing consumer product markets, and the proprietary blend activates, replenishes, and maintains collagen density in as little as 4 weeks. Customers and Consultants are sharing the fast-acting, visible results on social media, rapidly driving demand and increasing revenue in excess of \$4 million per month.



Subscriptions for Health Solutions

We offer a wide-range of unique, science-based product solutions & stacks to help our consumers activate wellness:

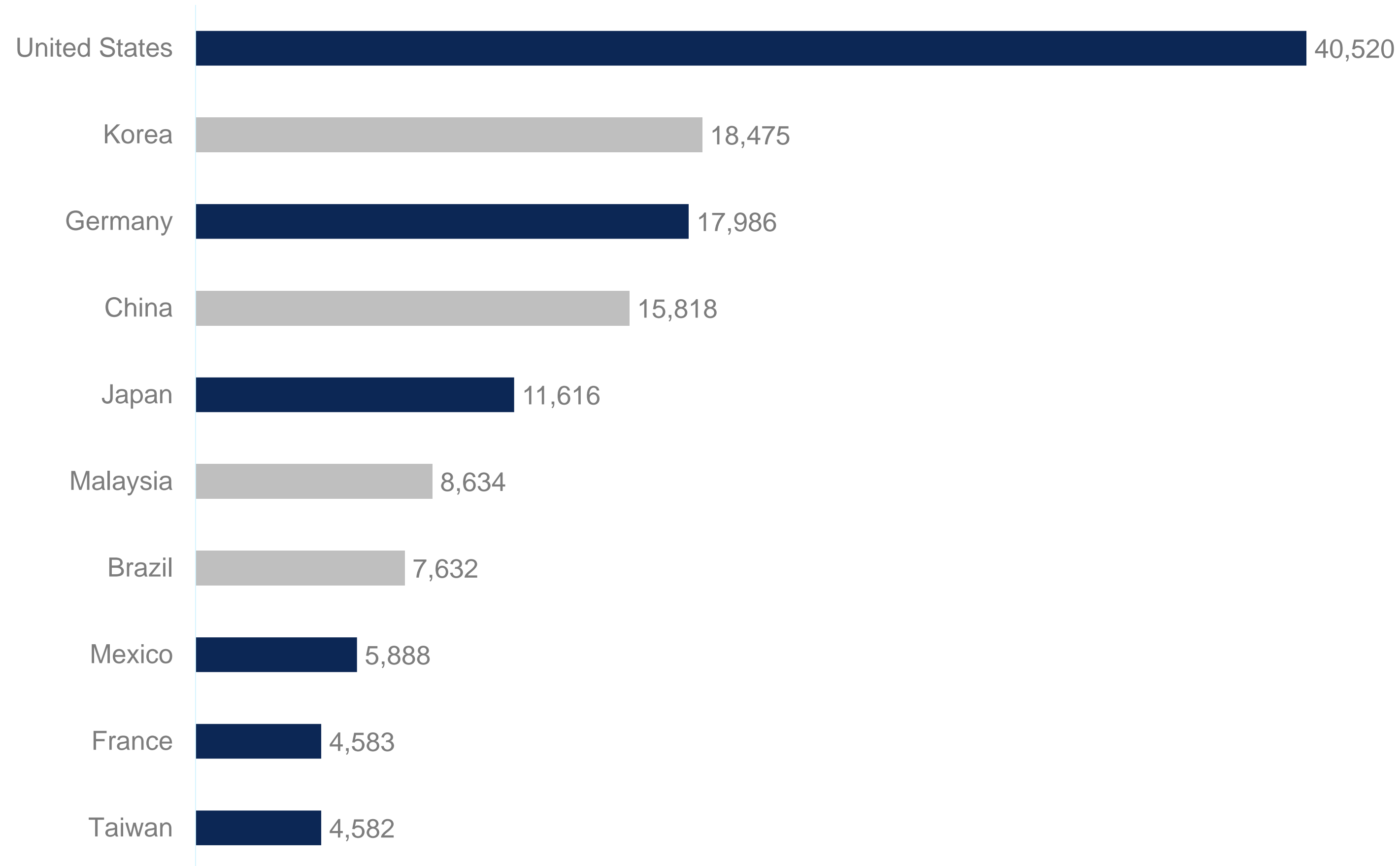
- + Anti-Aging
- + General Wellness
- + Targeted Concerns
- + Energy
- + Weight Management
- + Skin & Personal Care

Product subscriptions deliver stable, recurring orders, accounting for 70% of monthly revenue.



Addressing Global Markets

TOP 10 DIRECT SELLING MARKETS GLOBALLY



LifeVantage operates in 6 of the 10 largest direct selling markets globally.

Source: World Federation of Direct Selling Associations 2022 Data <https://wfdsa.org/global-statistics/> https://heyzine.com/flip-book/WFDSASTATS_Aug2023V3#page/16



A Growing Industry

DIRECT SELLING TRENDS

↓8%
6.7 million

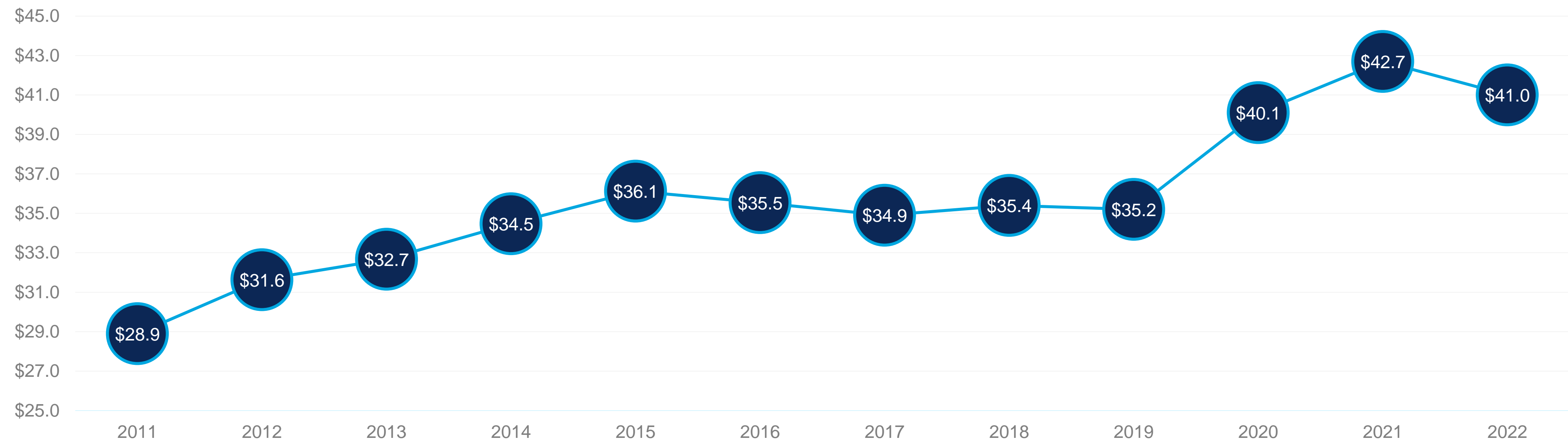
DIRECT SELLERS

6.7 million direct sellers (a 8% decrease over 2021) built a business full-time (30 or more hours/week) or part-time (fewer than 30 hours/week). These people sell products/services to consumers and may sponsor people to join their team.

↓8%
41.0 million

CUSTOMERS

More than 41.0 million customers. This total figure represents an 8% decrease over 2021. (And this figure excludes those who have not signed an agreement with a direct selling company).



https://www.dsa.org/docs/default-source/industry-fact-sheets/dsa-2022g-ofactsheetv4.pdf?sfvrsn=c51ed2a5_2



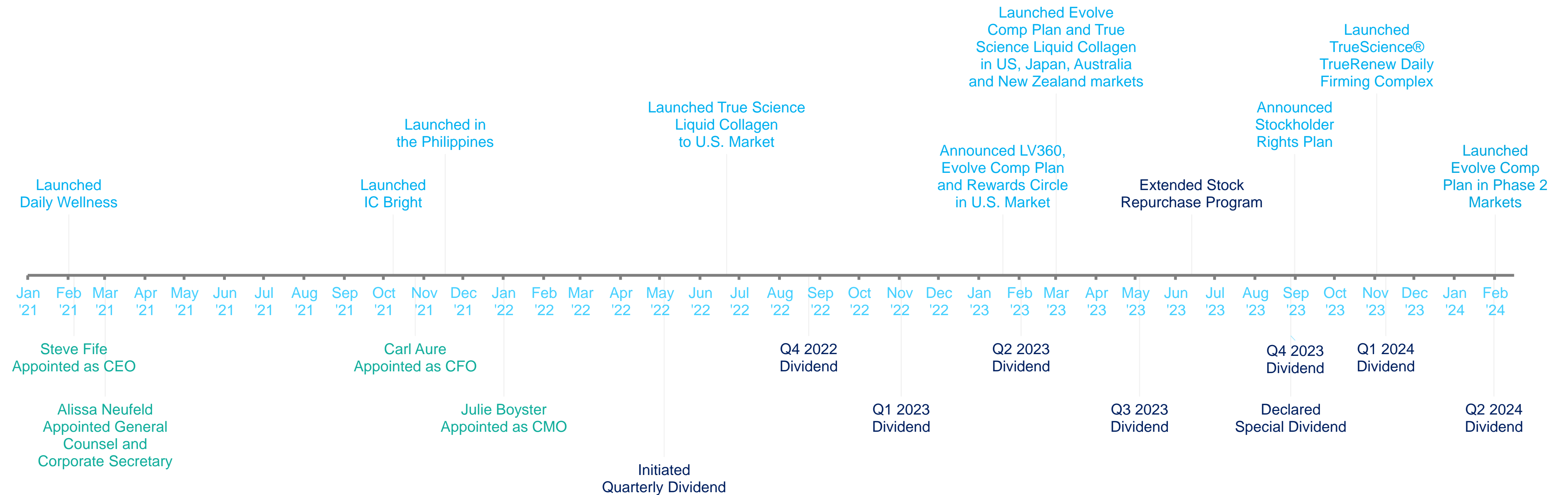


Accelerating Growth

HISTORY & FOCUS FOR THE FUTURE

Significant Progress With Key Strategic Initiatives

Leadership / Product & Platform Development / Capital Allocation



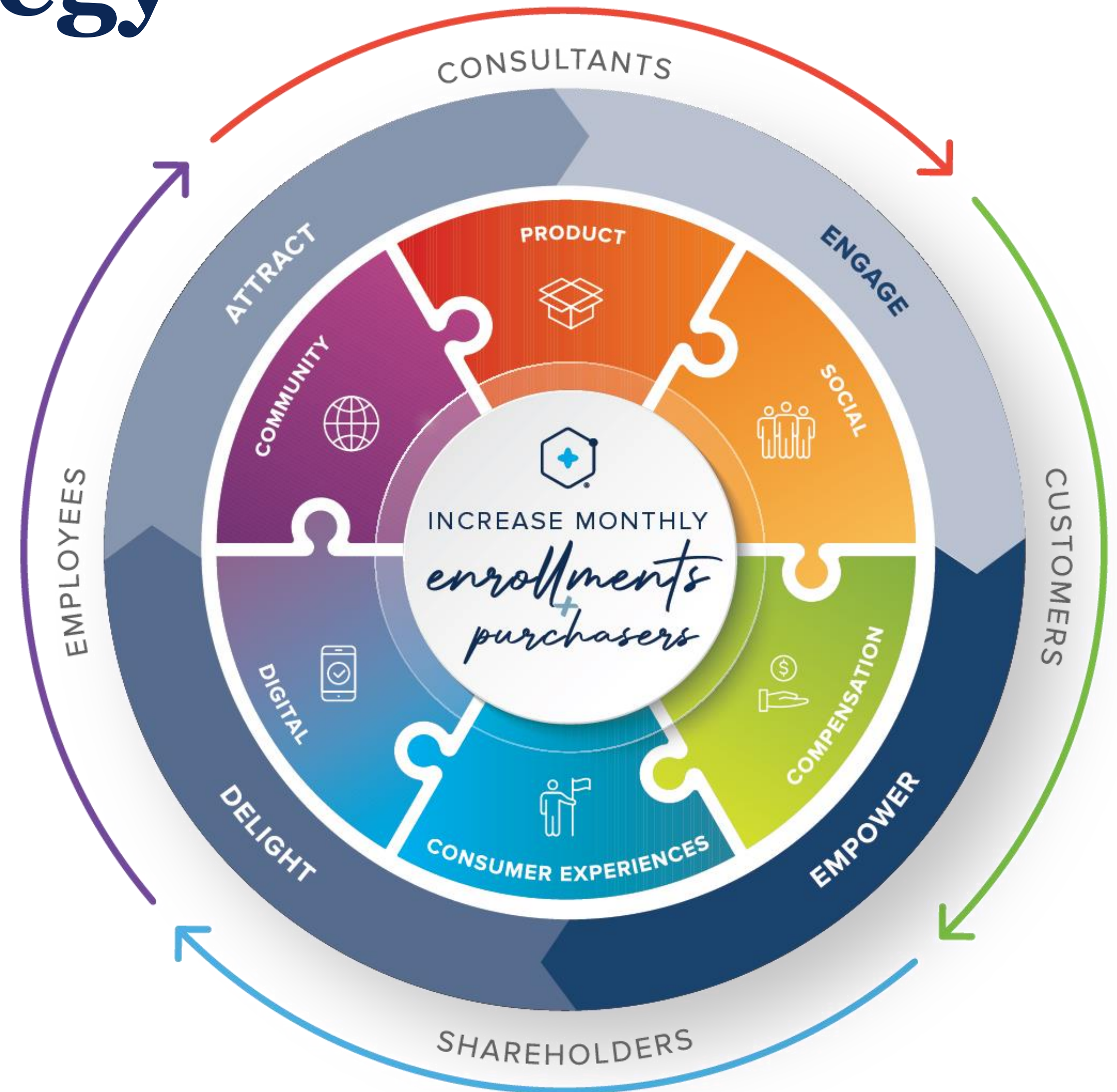
LV360 Growth Strategy

DRIVING FUTURE MOMENTUM WITH ENHANCEMENTS
TO EVERY ASPECT OF OUR BUSINESS

We are laser-focused on increasing active monthly purchasers, enrolling new business builders and Customers, and retaining them longer. The key is ensuring every piece of our business fits together to create an excellent experience for everyone.

GUIDING VALUES

- Attract through wellness innovation
- Engage through connections and trust
- Empower each other to achieve the remarkable
- Delight with every experience



#1 Product

Attract and retain new consumers with modern branding and exciting products that fit current industry trends, meet a true health need, and are socially shareable.

HIGHLIGHTS

- TrueScience® Liquid Collagen activates, replenishes, and maintains collagen to deliver visible results that drive demand on social media, capitalizing on one of the fastest growing supplement categories.
- LifeVantage® Rise AM™ & Reset PM™ feature unique Timewise Nutrient Delivery™ to supply the right nutrients, in the right amounts, at the right time, capturing market share of the largest supplement category globally – multivitamins.
- LifeVantage® D3+ is designed to address one of the largest nutrient insufficiencies and gain market share from the second largest supplement category, globally.
- Refreshed look and feel to attract new consumers



#2 Social

Inspire a growing, engaged social community that encourages wellness enthusiasts to continuously feel better, fuel their purpose, and celebrate what it means to live activated. LifeVantage shares performance-driven digital content that creates conversations and attracts and delights consumers with the right message at the right time.

HIGHLIGHTS

- Attracted new customers with targeted ads
- Connected community to a greater purpose through True Confidence Collective
- Educated about health topics and our products with Activate Thursdays Facebook Live events

TrueConfidence *Collective*

CHALLENGE WEEK 1

Personal Challenge:

Get 10 people (strangers and friends) to smile this week by greeting or acknowledging them



#3 Compensation

Modernized Evolve Compensation Plan helps new Consultants earn faster, rewards them for any way they want to work, and gives them the flexibility to earn only on sales to Customers or also through building a team of Consultants.

HIGHLIGHTS

- Fully redesigned Evolve Compensation Plan and product pricing structure supports profitability for the Company and the Consultants
- Evolve drives the right business-building behaviors at each stage of the Consultant Path, progressing through Share, Build & Grow, then Lead to create long-term product sales and leadership development
- Rewards Circle loyalty program supports Consultants' ability to retain Customers longer
- Business incentives, including Rise ERA, create excitement and engagement

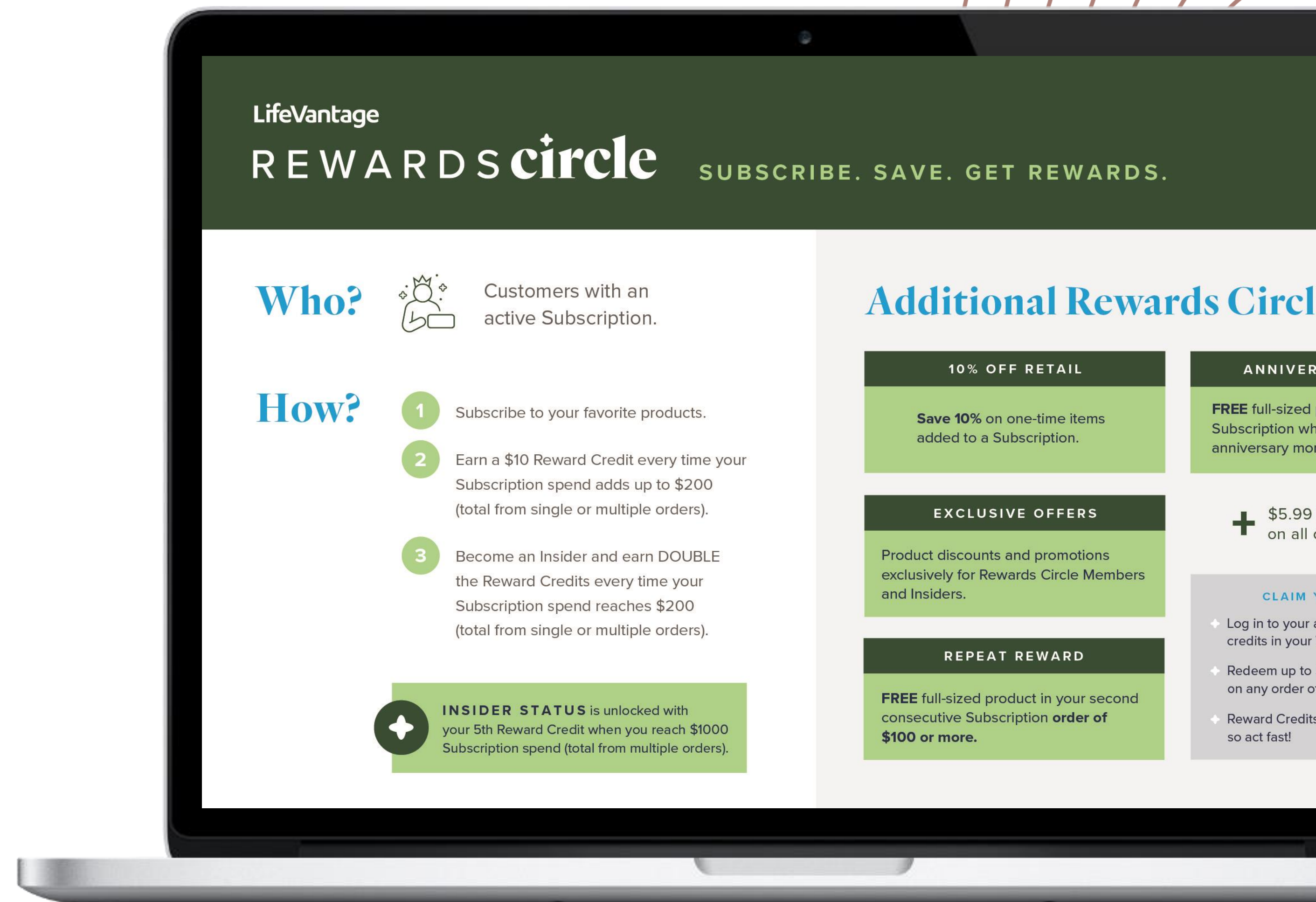


#4 Consumer Experience

Build trust, create positive experiences, and provide compelling motivators for placing repeat orders.

HIGHLIGHTS

- Created LifeVantage® Rewards Circle loyalty program in which Customers can earn credits to use for future orders when they order products on Subscription and also receive gifts for meeting spending thresholds
- Offered tailored promotions to active Subscribers
- Started an automated welcome series of emails for Customers to encourage repeat orders through education and special offers for additional purchases



#5 Digital

Create a connected, digital-first culture to enhance customer relationships and support the Consultant experience.

HIGHLIGHTS

- Improved website experience and Shop by Solution functionality
- Streamlined subscription and order management
- Enhanced global LifeVantage App to help Consultants build their business with shareable coupons and sample tracking



#6 One LifeVantage Community

Grow the community of those positively impacted by LifeVantage through entering new markets and leaving a legacy of a better world for all.

HIGHLIGHTS

- Opened Philippines market in fiscal 2022
- Focused on benchmarking and creating future goals for environmental, social, and governance priorities
- Support LifeVantage Legacy through service hours and by providing donations to those in need



Financial Overview



Business Model

LIFEVANTAGE

(as % of revenue)	FY 2020	FY 2021	FY 2022	FY 2023	Long-term Target
Gross Margin	83.7%	82.7%	81.5%	79.7%	81.0%
Commissions and Incentives	47.9%	47.0%	47.1%	44.4%	44.0%
SG&A*	28.6%	26.9%	30.7%	32.9%	28.0%
Operating Margin*	7.2%	8.7%	3.7%	2.4%	9.0%
Adjusted EBITDA Margin*	10.3%	11.3%	6.2%	5.5%	12.0%

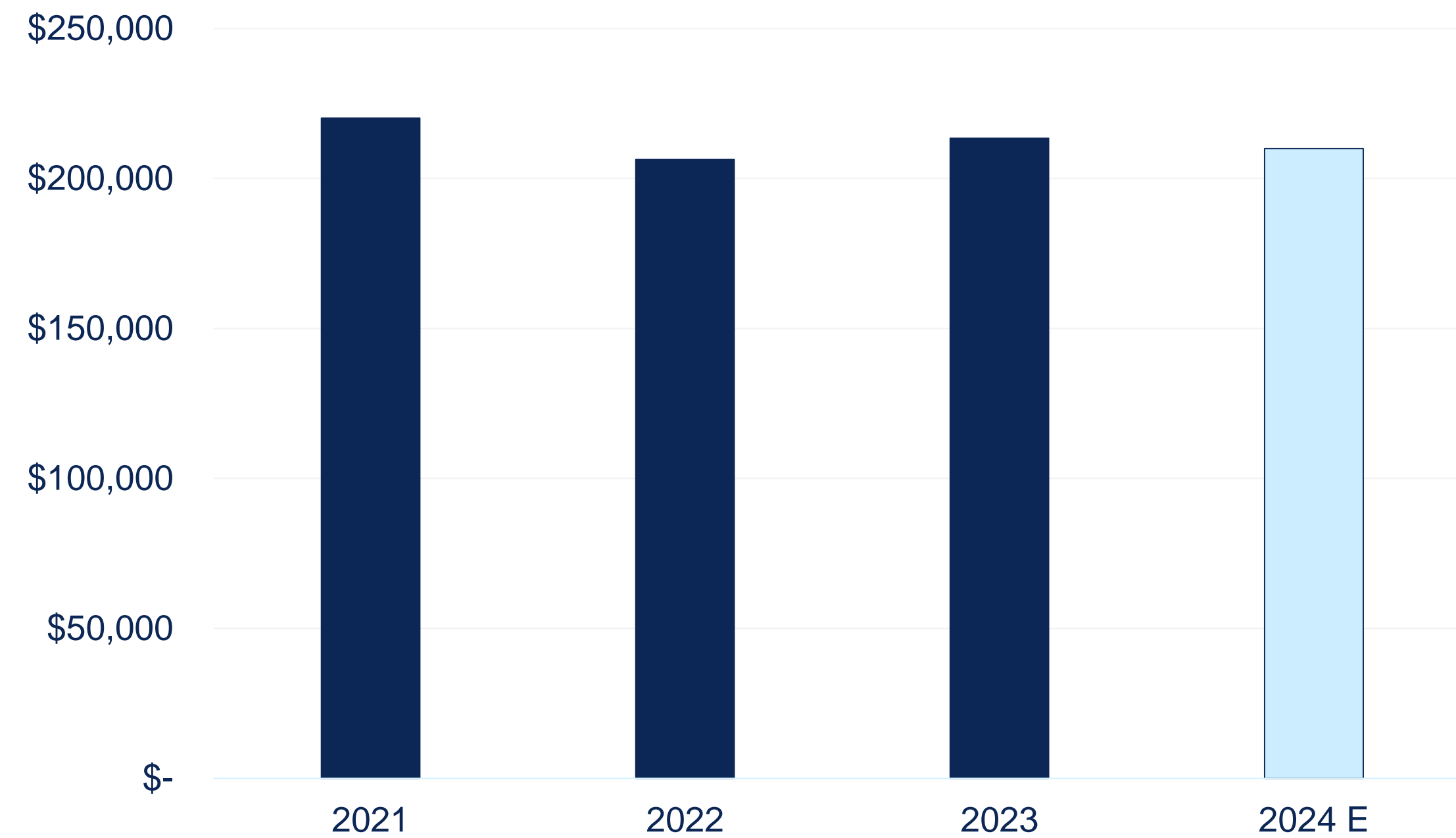
*A reconciliation of non-GAAP items, including Adjusted EBITDA, Adjusted Net Income and Adjusted Earnings per Diluted Share, is included in the appendix of this presentation.



Revenues

LIFEVANTAGE

Revenue (USD in thousands)



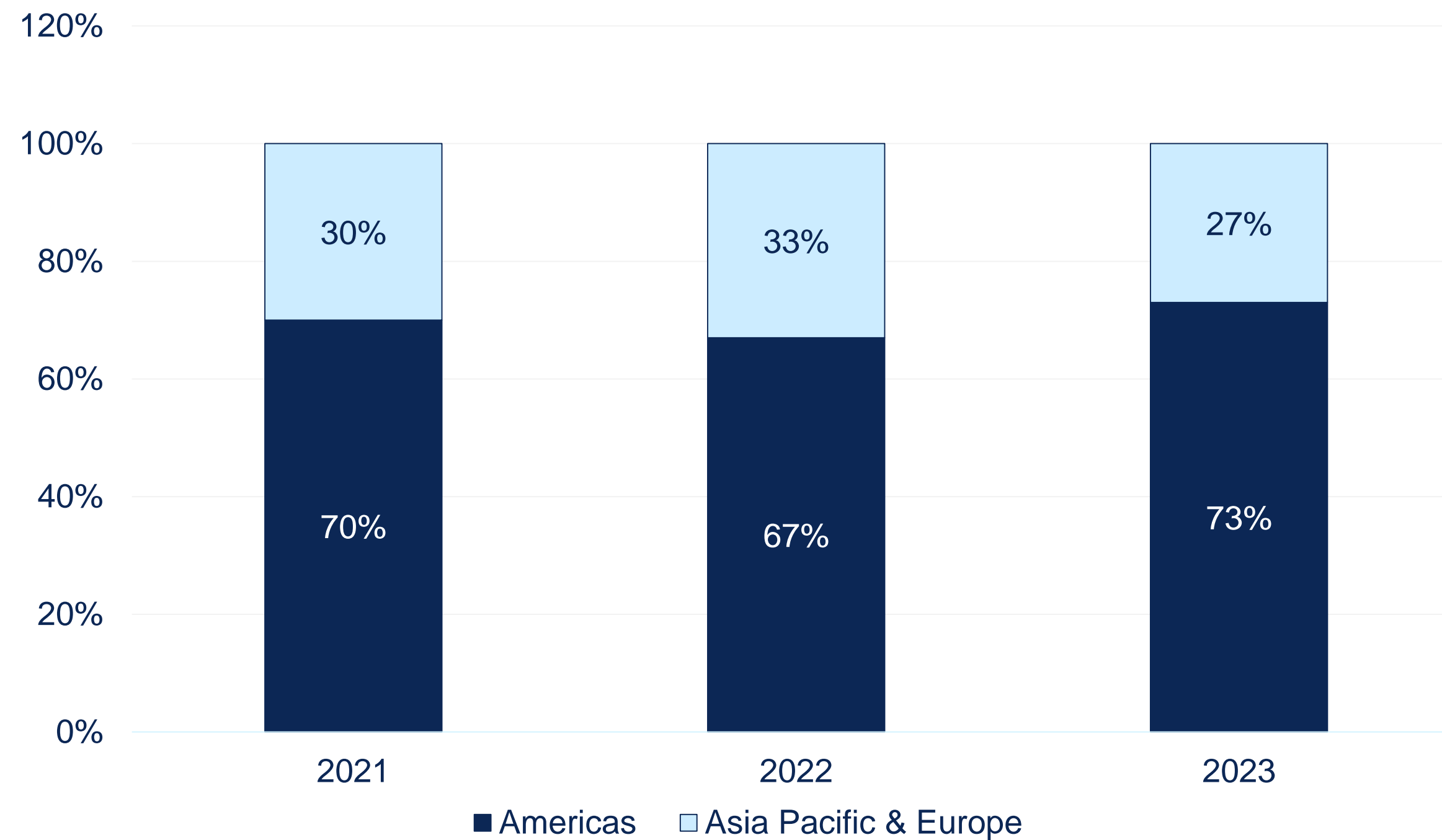
- FY23 revenue of \$213.4 million, representing growth of 3.4%, or \$220.8 million and 7.0% growth in constant currency vs FY22
- FY24 estimated revenue of \$210 million is the midpoint of \$207–\$213 million guidance range, a decline of 2% vs. FY23



Revenues by Geography

LIFEVANTAGE

Percent of Total Revenue



- Currently selling products in 20 countries
- USA largest market at 70% in FY23, an increase of 13.4% vs FY22
- Japan next largest at 15% in FY23



Strong Balance Sheet

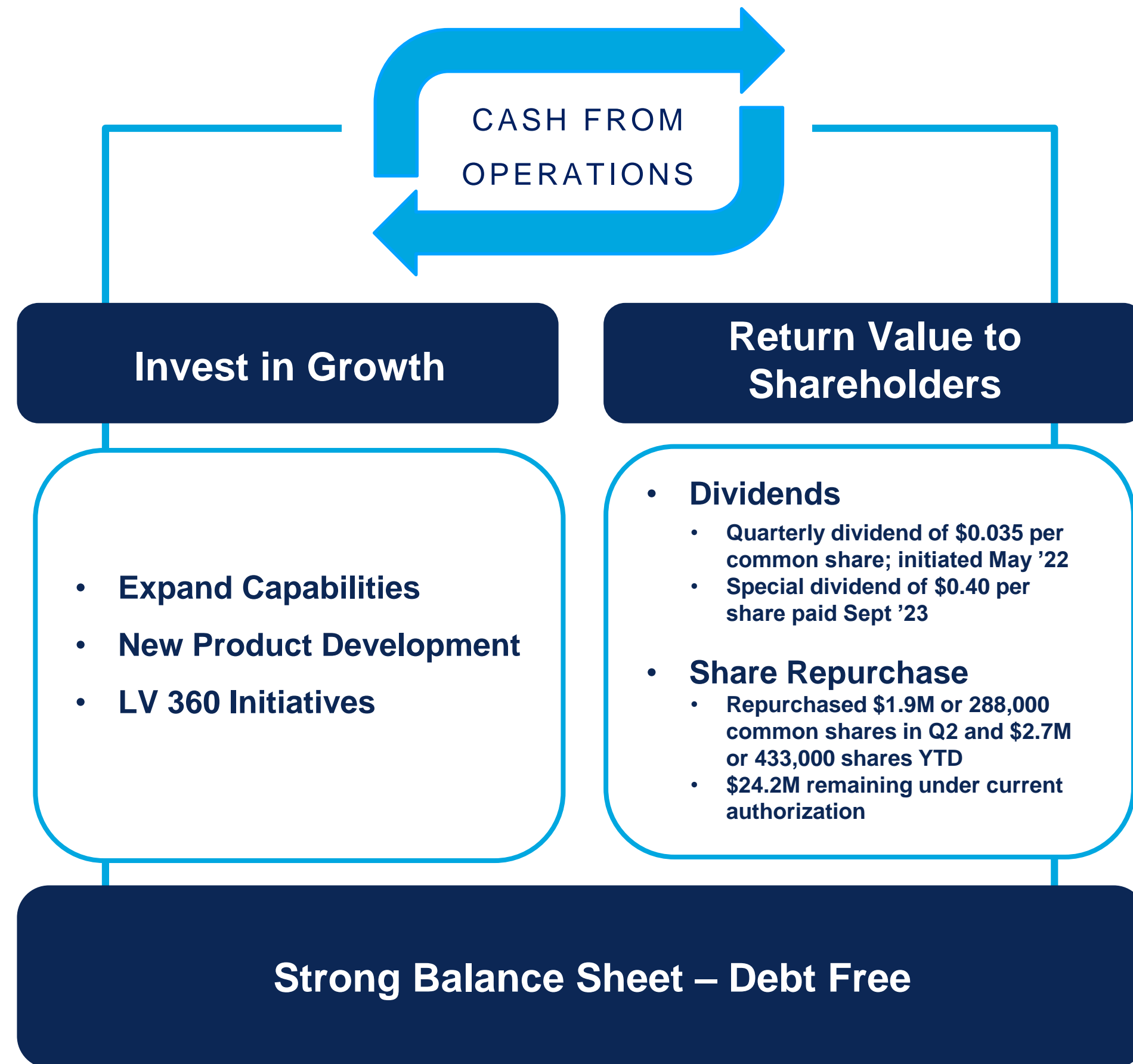
LIFEVANTAGE

(USD in thousands)	December 31, 2023		June 30, 2023	
Cash and Cash Equivalents	\$	17,331	\$	21,605
Inventory		14,972		16,073
Total Current Assets		38,661		44,284
Total Assets	\$	62,682	\$	66,123
Total Current Liabilities		23,017		19,609
Total Liabilities	\$	35,375	\$	31,474
Total Stockholders Equity		27,307		34,649
Total Liabilities and Stockholders Equity	\$	62,682	\$	66,123

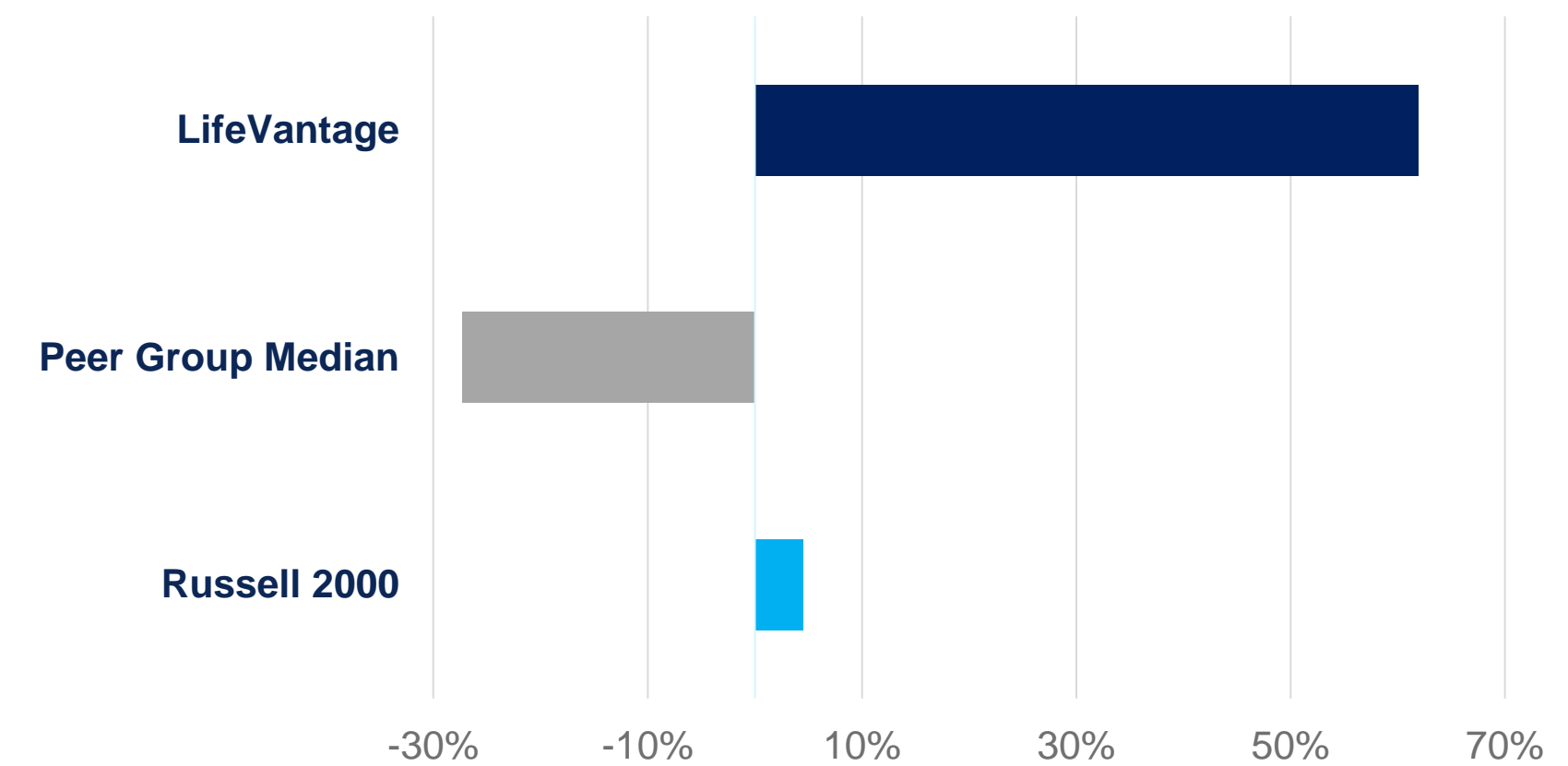
- No debt
- Announced special dividend of \$0.40 per share in August 2023
- Initiated dividend in Q3 FY22
- Quarterly dividend of \$0.035 per share (2.2% current yield)
- \$24.2M remaining on stock repurchase authorization



Robust Capital Allocation Priorities



One-Year Total Shareholder Return



Source: Factset as of 1/25/2024



Summary

LIFEVANTAGE

- Well-positioned with on-trend, scientific products in a growing, global sales channel
- Continuous focus on product innovation, international market expansion, and positive experiences
- Subscription-based business model with strong cash flow and high incremental margins
- Four Activation Paths—3 paths offering health solutions plus 1 Consultant path—allows us to grow our Active Monthly Purchasers by meeting them where they are and serving them both equally as a company focused on the needs of Consultants AND Customers



Appendix



Recent Operating Results Comparison

LIFEVANTAGE

(Unaudited)

(In thousands, except per share data)

	Most Recent Quarter	Prior Year Period	Year over Year Change	Previous Sequential Quarter	Sequential Change
	Q2 of Fiscal 2024	Q2 of Fiscal 2023	%	Q1 of Fiscal 2024	%
Revenue, net	\$ 51,624	\$ 53,662	(3.8%)	\$ 51,364	0.5%
Cost of sales	11,066	11,758		10,180	
Gross profit	40,558	41,904	(3.2%)	41,184	(1.5%)
Commissions and incentives	21,754	23,556		22,473	
Selling, general and administrative	20,265	19,580		17,962	
Total operating expenses	41,819	43,136		40,435	
Operating (loss) income	(1,261)	(1,232)	2.4%	749	(268.4%)
Interest income (expense)	108	32		168	
Other income (expense), net	41	125		(88)	
Total other income	149	157		80	
(Loss) income before income taxes	(1,112)	(1,075)		829	
Income tax benefit (expense)	456	17		(200)	
Net (loss) income	(656)	(1,058)	(38.0%)	629	(204.3%)
EPS (Net (loss) income per share, basic)	\$ (0.05)	\$ (0.08)	(37.5%)	\$ 0.05	(200.0%)
EPS (Net (loss) income per share, diluted)	\$ (0.05)	\$ (0.08)	(37.5%)	\$ 0.05	(200.0%)
Weighted-average shares outstanding:					
Weighted average shares, basic	12,612	12,543		12,537	
Weighted average shares, diluted	12,612	12,543		13,109	
Non-GAAP Items					
Adjusted EBITDA*	3,089	794	289.0%	3,990	(22.6%)
Adjusted Net (loss) income*	1,370	(823)	(266.5%)	1,671	(18.0%)
Adjusted EPS (Net (loss) income per share, diluted)*	\$ 0.10	\$ (0.07)	(242.9%)	\$ 0.13	(23.1%)

*A reconciliation of non-GAAP items, including Adjusted EBITDA, Adjusted Net Income and Adjusted Earnings per Diluted Share, is included in the appendix of this presentation.



Historical Income Statements

LIFEVANTAGE

CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS

(Unaudited)

	Fiscal Year ended June 30,			Six Months ended December 31,	
	2021	2022	2023	2022	2023
(In thousands, except per share data)					
Revenue, net	\$ 220,181	\$ 206,360	\$ 213,398	\$ 105,436	\$ 102,988
Cost of sales	38,187	38,097	43,387	21,700	21,246
Gross profit	181,994	168,263	170,011	83,736	81,742
Commissions and incentives	103,541	97,263	94,687	47,369	44,227
Selling, general and administrative	60,838	63,425	71,065	36,310	38,027
Total operating expenses	164,379	160,688	165,752	83,679	82,254
Operating (loss) income	17,615	7,575	4,259	57	(512)
Interest income (expense)	(17)	(10)	198	32	276
Other expense, net	(366)	(669)	(458)	(312)	(47)
Impairment of investment	—	(2,205)	—	—	—
Total other income (expense), net	(383)	(2,884)	(260)	(280)	229
(Loss) income before income taxes	17,232	4,691	3,999	(223)	(283)
Income tax benefit (expense)	(4,338)	(1,571)	(1,459)	(225)	256
Net (loss) income	12,894	3,120	2,540	(448)	(27)
EPS (Net (loss) income per share, basic)	\$ 0.92	\$ 0.24	\$ 0.20	\$ (0.04)	\$ -
EPS (Net (loss) income per share, diluted)	\$ 0.90	\$ 0.24	\$ 0.20	\$ (0.04)	\$ -
Weighted-average shares outstanding:					
Weighted average shares, basic	14,070	12,886	12,557	12,500	12,574
Weighted average shares, diluted	14,268	13,069	12,567	12,500	12,574
Non-GAAP Items					
Adjusted EBITDA*	24,847	12,832	11,721	3,613	7,082
Adjusted Net (loss) income*	14,292	5,303	3,055	(127)	3,042
Adjusted EPS (Net (loss) income per share, diluted)*	\$ 1.00	\$ 0.41	\$ 0.24	\$ (0.01)	\$ 0.23

*A reconciliation of non-GAAP items, including Adjusted EBITDA, Adjusted Net Income and Adjusted Earnings per Diluted Share, is included in the appendix of this presentation.



Historical Balance Sheet and Cash Flows

LIFEVANTAGE

SUMMARIZED BALANCE SHEET AND CASH FLOW METRICS

(Unaudited, in thousands, except per share data)	As of June 30,			As of December 31,	
	2021	2022	2023	2022	2023
Cash and Cash Equivalents	\$ 23,174	\$ 20,190	\$ 21,605	\$ 17,370	\$ 17,331
Current Portion of Long-term Debt, net	-	-	-	-	-
Net Cash (Cash and equivalents less total Debt)	23,174	20,190	21,605	17,370	17,331
Net Cash per share, diluted	\$ 1.62	\$ 1.54	\$ 1.72	\$ 1.39	\$ 1.38
Total Assets	78,732	70,706	66,123	67,832	62,682
Total Stockholders' Equity	36,807	31,516	34,649	31,895	27,307
Book Value per share, diluted	\$ 2.58	\$ 2.41	\$ 2.76	\$ 2.55	\$ 2.17

(Unaudited, in thousands, except per share data)	Fiscal Year ended June 30,			Six Months ended December 31,	
	2021	2022	2023	2022	2023
Net Cash Provided by (used in) Operating Activities	\$ 16,273	\$ 7,959	\$ 6,828	\$ (378)	\$ 6,522
Capital Expenditures	3,741	1,530	3,067	1,564	1,676
Free Cash Flow	12,532	6,429	3,761	(1,942)	4,846
Free Cash Flow per share, diluted	\$ 0.88	\$ 0.49	\$ 0.30	\$ (0.16)	\$ 0.39



Non-GAAP Reconciliations

LIFEVANTAGE

Adjusted Net Income

(Unaudited, in thousands, except per share data)

	Fiscal Year ended June 30,			Three Months ended December 31,		Six Months ended December 31,	
	2021	2022	2023	2022	2023	2022	2023
GAAP net (loss) income	\$12,894	\$3,120	\$2,540	(\$1,058)	(\$656)	(\$448)	(\$27)
Adjustments:							
Executive team recruiting and transition expenses	534	31	—	—	—	—	—
Class-action lawsuit expenses, net of recoveries	(144)	(456)	(139)	(84)	—	4	—
Executive team litigation and severance expenses, net	269	531	607	—	—	—	100
Nonrecurring proxy contest related expenses	—	—	—	—	2,640	—	3,886
Accelerated depreciation related to change in lease term	101	—	116	116	—	116	—
Lease abandonment	830	—	227	318	—	318	—
Impairment of investment	—	2,205	—	—	—	—	—
Other nonrecurring legal and accounting expenses	—	—	—	—	—	—	—
Tax impact of adjustments	(192)	(128)	(296)	(115)	(614)	(117)	(917)
Total adjustments, net of tax	1,398	2,183	515	235	2,026	321	3,069
Non-GAAP Net (loss) income:	14,292	5,303	3,055	(823)	1,370	(127)	3,042
Diluted earnings (loss) per share, as reported	0.90	0.24	0.20	(0.08)	(0.05)	(0.04)	—
Total adjustments, net of tax	0.10	0.17	0.04	0.02	0.15	0.03	0.23
Diluted earnings (loss) per share, as adjusted*	1.00	0.41	0.24	(0.07)	0.10 ¹	(0.01)	0.23 ¹

1) Non-GAAP Net income for the three and six months ended December 31, 2023 resulted in weighted average diluted shares outstanding of 13,221 and 13,082, respectively.



Non-GAAP Reconciliations

LIFEVANTAGE

EBITDA and Adjusted EBITDA

(Unaudited, in thousands)

	Fiscal Year ended June 30,			Three Months ended December 31,		Six Months ended December 31,	
	2021	2022	2023	2022	2023	2022	2023
GAAP net income (loss)	\$12,894	\$3,120	\$2,540	(\$1,058)	(\$656)	(\$448)	(\$27)
Interest (income) expense	17	10	(198)	(32)	(108)	(32)	(276)
Provision for income taxes	4,338	1,571	1,459	(17)	(456)	225	(256)
Depreciation and amortization	3,460	3,261	3,579	968	960	1,809	1,880
Non-GAAP EBITDA:	20,709	7,962	7,380	(139)	(260)	1,554	1,321
Adjustments:							
Stock compensation expense	2,036	1,768	3,188	824	750	1,425	1,728
Other expense, net	366	669	458	(125)	(41)	312	47
Impairment of investment	—	2,205	—	—	—	—	—
Other adjustments	1,736	228	695	234	2,640	322	3,986
Total adjustments	4,138	4,870	4,341	933	3,349	2,059	5,761
Non-GAAP Adjusted EBITDA:	24,847	12,832	11,721	794	3,089	3,613	7,082



Thank You

