



OPTAVIA 2019 U.S. INCOME DISCLOSURE STATEMENT*

2019 ANNUAL INCOME RANGES OF ALL INDEPENDENT OPTAVIA COACHES

| RANGE | % OF INDEPENDENT OPTAVIA COACHES | AVERAGE NO. OF MONTHS IN THE BUSINESS | MEDIAN NO. OF MONTHS IN THE BUSINESS |
|-----------------------------|----------------------------------|---------------------------------------|--------------------------------------|
| NO EARNINGS | 21.66% | 12 | 12 |
| \$0.01 - \$100.00 | 8.16% | 15 | 12 |
| \$100.01 - \$250.00 | 11.88% | 13 | 9 |
| \$250.01 - \$500.00 | 11.34% | 16 | 11 |
| \$500.01 - \$1,000.00 | 11.80% | 19 | 12 |
| \$1,000.01 - \$2,500.00 | 13.08% | 20 | 12 |
| \$2,500.01 - \$5,000.00 | 7.32% | 22 | 14 |
| \$5,000.01 - \$7,500.00 | 3.11% | 24 | 15 |
| \$7,500.01 - \$10,000.00 | 1.82% | 24 | 16 |
| \$10,000.01 - \$15,000.00 | 2.19% | 24 | 17 |
| \$15,000.01 - \$20,000.00 | 1.54% | 26 | 19 |
| \$20,000.01 - \$30,000.00 | 2.10% | 30 | 21 |
| \$30,000.01 - \$50,000.00 | 2.19% | 36 | 24 |
| \$50,000.01 - \$100,000.00 | 1.24% | 44 | 31 |
| \$100,000.01 - \$200,000.00 | 0.36% | 50 | 39 |
| \$200,000.01+ | 0.21% | 89 | 78 |

*Based on 2019 Annual Income Ranges of ALL Independent OPTAVIA Coaches operating in the U.S. under the U.S. Compensation Plan.

These figures are not guarantees or projections of expected earnings or profits, and the income levels represented do not include expenses independent OPTAVIA Coaches may have incurred in building their businesses. OPTAVIA makes no guarantee of financial success. Success with OPTAVIA results from successful sales efforts, which require hard work, diligence, skill, persistence, competence, and leadership.