

A blue background with a faint, light blue network pattern of dots and lines, resembling a molecular or biological structure, covering the entire slide.

LifeVantage[®]

ICR CONFERENCE

January 11, 2017

DARREN JENSEN

President & Chief Executive Officer



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.

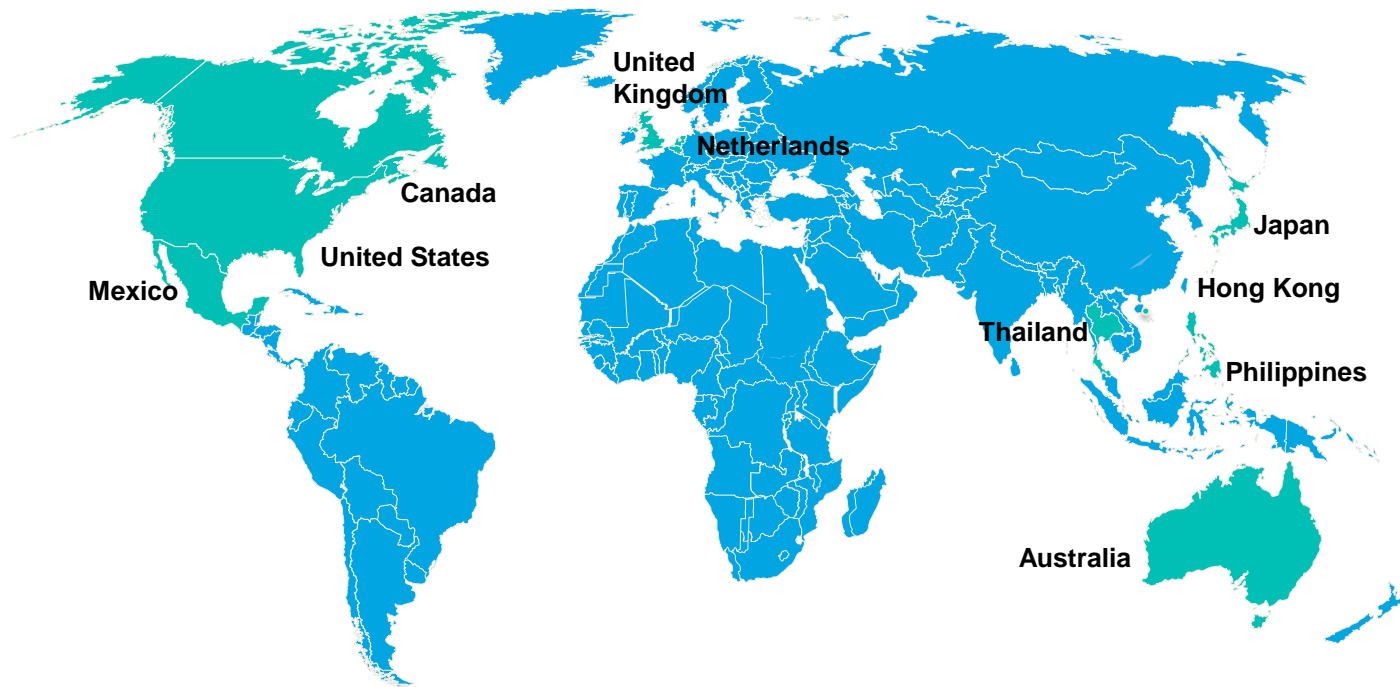
Health Claims Disclaimer

Statements made in this presentation and appendixes 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.

- Global Direct Selling company headquartered in Salt Lake City, Utah
- One of the world's leading authorities in Nutrigenomics with scientifically-based products that are backed by research and powerfully branded



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- One of the world's leading authorities in Nutrigenomics with scientifically-based products that are backed by research and powerfully branded
- Products sold through independent distributors in 10 countries
 - 68,000 active Distributors
 - 114,000 active Preferred Customers



- Global Direct Selling company headquartered in Salt Lake City, Utah
- One of the world's leading authorities in Nutrigenomics with scientifically-based products that are backed by research and powerfully branded
- Products sold through independent distributors in 10 countries
 - 68,000 active distributors
 - 114,000 active preferred customer
- Executed a turn-around during fiscal 2016
 - Fiscal 2016 revenue of \$206.5M
 - Fiscal 2016 Adjusted EBITDA of \$19.7M and Adjusted EPS of \$0.62

- \$184 billion global sales channel
- More than 103 million direct sellers worldwide
- LifeVantage strongly positioned within the global industry
 - #69 in *Direct Selling News* Global 100
 - #41 in *Direct Selling News* North America Top 50

Focus on the Core

- Intellectual property
- Distributor field and field leaders
- Corporate executives
- Our T3
- Operational excellence
- Telling a compelling story and communicating it to the masses
- Building a trust network

More effectively engage our Distributors and Customers

Compete globally within the new economy

Relentless focus on science-based, Nutrigenomic products and the research that backs them

Fiercely create “frictionless” Customer and Distributor experiences

Q1 FY 2017 results reflected strong growth in key regions, despite disruption from review of international policies and procedures

- Revenue was \$54.9M, up 21% Y/Y
 - Americas up 15.6% and Asia/Pacific & Europe up 38.9%
- Adjusted EBITDA decreased 2.8% to \$4.3M
 - Expense infrastructure to support a higher level of sales limited profits
- Cash of \$10.2M, total debt of \$8.9M
- Free cash flow of \$2.8M

Q2 of Fiscal 2017

Net Sales  **\$48M - \$49M**

Fiscal year 2017

Net Sales  **\$207M - \$212M**

Adjusted EPS  **\$0.40 - \$0.47****

* Guidance was provided on December 12, 2016

** Adjusted earnings per diluted share guidance excludes any non-operating or non-recurring expenses that may materialize during fiscal 2017, including estimated costs of \$2.5 million to \$3.0 million associated with the recently completed review by the Audit Committee of the Board of Directors

- Well positioned with on-trend scientific products in a growing, global sales channel
- Highly efficient business model with strong cash flow and high incremental margins
- Continuous focus on product innovation and international market opportunities position us for growth
- Demonstrated ability to drive accelerated revenue growth

LifeVantage.

APPENDIX

About Non-GAAP Financial Measures

We define Non-GAAP EBITDA as earnings before interest expense, income taxes, depreciation and amortization and Non-GAAP Adjusted EBITDA as earnings before interest expense, income taxes, depreciation and amortization, stock compensation expense, other income, net, and certain other adjustments. Non-GAAP EBITDA and Non-GAAP Adjusted EBITDA may not be comparable to similarly titled measures reported by other companies. We define Non-GAAP Net Income and Earnings per Share as GAAP net income less certain tax adjusted non-recurring one-time expenses incurred during the period.

We are presenting Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Net Income and Non-GAAP Earnings Per Share because management believes that they provide additional ways to view our operations when considered with both our GAAP results and the reconciliation to net income, which we believe provides a more complete understanding of our business than could be obtained absent this disclosure. Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Net Income and Non-GAAP Earnings Per Share are presented solely as supplemental disclosure because: (i) we believe these measures are a useful tool for investors to assess the operating performance of the business without the effect of these items; (ii) we believe that investors will find this data useful in assessing shareholder value; and (iii) we use Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Net Income and Non-GAAP Earnings Per Share internally as benchmarks to evaluate our operating performance or compare our performance to that of our competitors. The use of Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Net Income and Non-GAAP Earnings per Share has limitations and you should not consider these measures in isolation from or as an alternative to the relevant GAAP measure of net income prepared in accordance with GAAP, or as a measure of profitability or liquidity.

The tables set forth below present Non-GAAP EBITDA, Non-GAAP Adjusted EBITDA, Non-GAAP Net Income and Non-GAAP Earnings per Share which are non-GAAP financial measures to Net Income and Earnings per Share, our most directly comparable financial measures presented in accordance with GAAP.

LIFEVANTAGE CORPORATION AND SUBSIDIARIES

Reconciliation of GAAP Net Income to Non-GAAP EBITDA and Non-GAAP Adjusted EBITDA:

(Unaudited)

	For the Three Months		For the Twelve Months	
	Ended September 30,		Ended June 30,	
	2016	2015	2016	2015
<i>(In thousands)</i>				
GAAP Net income	\$ 1,180	\$ 1,066	\$ 6,019	\$ 6,987
Interest Expense	137	749	3,321	3,087
Provision for income taxes	498	640	2,665	3,666
Depreciation and amortization	412	531	1,895	2,285
Non-GAAP EBITDA:	2,227	2,986	13,900	16,025
<u>Adjustments:</u>				
Stock compensation expense	939	192	2,621	1,806
Other expense, net	171	216	1,409	159
Other adjustments*	1,011	1,079	1,720	(554)
Total adjustments	2,121	1,487	5,750	1,411
Non-GAAP Adjusted EBITDA	\$ 4,348	\$ 4,473	\$ 19,650	\$ 17,436

*Other adjustments for the three months ended September 30, 2016 include approximately \$1.0 million for costs associated with the audit committee independent review. Other adjustments for the three months ended September 30, 2015 include approximately \$0.7 million for executive severance expenses and \$0.4 million for search firm and hiring expenses associated with the search for executive officers.

*Other adjustments for the twelve months ended June 30, 2016 include approximately \$0.7 million for executive severance expenses, \$0.9 million for search firm and hiring expenses associated with the search for executive officers, and \$0.1 million for expenses associated with the reverse stock split completed during October 2015. Other adjustments for the twelve months ended June 30, 2015 include a (\$2.0) million reduction for a one-time pretax benefit from settlement proceeds, \$0.6 million in CEO severance expenses and \$0.9 million in search firm expenses