



Youngevity International, Inc.
NASDAQ: YGYI
Investor Presentation



Forward-Looking Statements

This Presentation includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995, as amended, on Youngevity's current expectations and projections about future events. In some cases, forward-looking statements can be identified by terminology such as "may," "should," "potential," "continue," "expects," "anticipates," "plans," "believes," "estimates" "indicates," and similar expressions. A number of statements contained in this discussion and analysis are forward-looking statements. These forward-looking statements are based on management's expectations as of the date of this presentation and are subject to a number of risks and uncertainties, many of which are difficult to predict that could cause actual results to differ materially from those expressed or implied in the applicable statements. You are cautioned not to place undue reliance on these forward-looking statements. Important factors that could cause actual results to differ materially from current expectations include, among others: our ability to meet our financial obligations; the relative success of marketing and advertising, our ability to continue our international growth, our ability to execute on our near term objectives, our ability to continue to comply with NASDAQ listing requirements, our ability to add additional products and increase revenue and profitability, competition, including price competition, our ability to leverage our platform and global infrastructure to drive organic growth, the acceptance of the omni-direct approach by our customers, our ability to expand our liquidity and strengthen our balance sheet and other factors described in Youngevity's annual report on Form 10-K for the year ended December 31, 2018, subsequent quarterly reports on Form 10-Qs and any other filings we make with the SEC. The information in the presentation is provided only as of the date presented, and we undertake no obligation to update any forward-looking statements-contains in this presentation on account of new information, future events, or otherwise, except as required by law.



COFFEE
FARM TO CUP



HEMP
FIELD TO FINISH



OMNI DIRECT
SALES CHANNEL

YGYI Business Strategy

YGYI operates in three significant and scalable business segments including Coffee, Hemp and Direct Marketing.

Our coffee manufacturing division, **CLR Roasters**, was established in 2001 and is a fully vertical coffee distribution company. The company owns a plantation and state of the art processing plant in Nicaragua which allows the company to compete in the **Green Coffee Distribution**. Additionally, the company operates a fully scaled coffee roasting operation that produces gourmet coffees under its own boutique brands - Café La Rica®, Josie's Java House®, and Javalution®; **manufactures a variety of private labels** for major national chains and for the direct selling channel under Youngevity International. The company remains one of the largest suppliers in North America to the cruise line industry. — **from field to cup.**

Our **hemp division** has leveraged the core competencies gained from the coffee enterprise and has built out a completely vertical Hemp Enterprise. The catalyst for this vertical enterprise came via the acquisition of **Khrysos Industries** which was acquired by YGYI in February 2019. Khrysos Industries is a leading manufacturer of commercial hemp-based CBD extraction, post processing equipment, and end-to-end processor of CBD isolate, distillate, water soluble isolate, and water-soluble distillate. — **from field to finish.**

Youngevity International, Inc., a leading omni-direct lifestyle company offers a hybrid of the direct selling business model, that includes e-commerce and the power of social selling. Assembling a virtual Main Street of products and services under one corporate entity Youngevity offers products from the eight top-selling retail categories: health/nutrition, home/family, food/beverage (including coffee), spa/beauty, fashion, essential oils, photo, as well as innovative services. International expansion continues with corporate infrastructure, product approvals, and newly acquired distributors and customers now driving revenue.— **direct to consumer.**

YGYI Key Metrics

NASDAQ	YGYI	Share Price ¹	\$4.04
Shares Outstanding ¹	30.3M	Float ^{1*}	12.7M
Market Capitalization ^{1*}	\$122M	Enterprise Value ^{1,3*}	\$130M
Average Daily Volume ²	43,545	52 Week Range ²	\$3.70 - \$9.28
Debt (net of cash) ^{3*}	\$7.8M	Fiscal 2018 Revenue⁴ Fiscal 2019 Revenue thru Q3	\$162M \$144M

¹ As of 11/15/19

² As of 12/5/19

³ As of 9/30/19

⁴ As of 12/31/18

* Please see Appendix page 36 for full calculation formula.

Income Statement Highlights

\$/000's	Q3YTD 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012
Gross Revenue	144,004	162,445	165,696	162,667	156,597	134,043	85,627	75,004
Gross Profit	72,509	95,032	95,565	98,137	92,969	76,325	51,301	43,825
Operating Expenses	92,541*	97,669	101,447	95,622	87,563	72,956	46,949	44,106
Operating Income (Loss)	(20,032)	(2,637)	(5,882)	2,515	5,406	3,369	4,352	(281)
Interest Expense	3,678	6,584	5,785	4,474	4,491	2,356	1,249	1,004
Net Income (Loss)	(20,181)	(20,070)	(12,677)	(398)	(1,706)	5,369	2,651	(564)
Adjusted EBITDA	567	7,013	(549)	6,772	9,215	6,589	7,279	3,170

* includes \$ 11,757 in stock
base comp exp

Balance Sheet Highlights

(\$s in millions)

	2015	2016	2017	2018	Q3 2019
Cash and equivalents	\$3.9	\$0.9	\$0.7	\$2.9	\$7.3
Net receivables	2.5	2.5	4.4	4.1	35.7
Inventory	18.0	21.5	22.1	21.8	23.1
Other assets	3.9	3.1	4.0	10.3	6.2
Total current assets	28.2	27.9	31.2	39.0	72.3
Goodwill and intangibles	20.0	21.2	27.2	21.7	32.8
Other assets	14.5	16.9	14.0	15.3	36.1
Total assets	\$62.8	\$66.0	\$72.4	\$76.0	\$141.2
AP & accruals	\$14.8	\$16.0	\$21.4	\$18.3	\$47.7
Short/CP of LT debt	5.5	5.0	11.7	4.4	2.2
Other current liabilities	3.2	4.3	4.5	14.1	8.9
Total current liabilities	23.5	25.3	37.7	36.8	58.8
Long-term debt	20.4	21.7	27.2	16.2	13.3
Other long-term liabilities	0.0	0.0	0.0	0.0	12.9
Total liabilities	43.9	47.0	64.9	53.0	85.0
Total stockholders' equity	\$18.9	\$19.0	\$7.5	\$23.0	\$56.2

Business Segments

LTM 2Q 2019 Revenue
\$185.1 million



■ Direct Selling - 71.4% ■ Commercial Coffee - 28.4%
■ Commercial Hemp - 0.2%

Coffee

- Through its subsidiary, CLR Roasters ("CLR"), Youngevity sells roasted and unroasted coffee under its own and private label brands.
- The Company's Coffee segment includes the Siles Plantation Family Group, which owns a coffee plantation and dry-processing facility in Nicaragua.

Hemp

- Commercial Hemp was added as a separate business segment in 1Q 2019.
- After acquiring Khrysos, Youngevity created a new subsidiary in February 2019, Khrysos Industries, a field-to-finish provider of hemp-CBD oil, isolate and distillate.
- Khrysos Industries is a leading manufacturer of hemp-based CBD extraction equipment, a CBD oil refiner, and end-to-end processor of oil from hemp biomass.
- Through INX Laboratories, Youngevity offers clients laboratory testing services with capabilities in regard to formulation, quality control, and testing standards with its CBD products.

Direct Selling

- Founded in 1996 by Dr. Joel Wallach, the Company's name Youngevity derives from Dr. Wallach's focus on nutritional science and products that help people "live younger, longer."
- The Direct Selling segment utilizes direct sales, e-commerce and social media to offer products and services in 6 retail categories, including health/nutrition, home/family, food/beverage, spa/beauty, apparel/jewelry and services.
- The Company's "90 for Life" product line provides a complete array of essential amino acids, vitamins, minerals and fatty acids.



Coffee Segment

A Large and Growing Coffee Market

The retail value of the U.S. coffee market is estimated to be **\$48 billion dollars**.

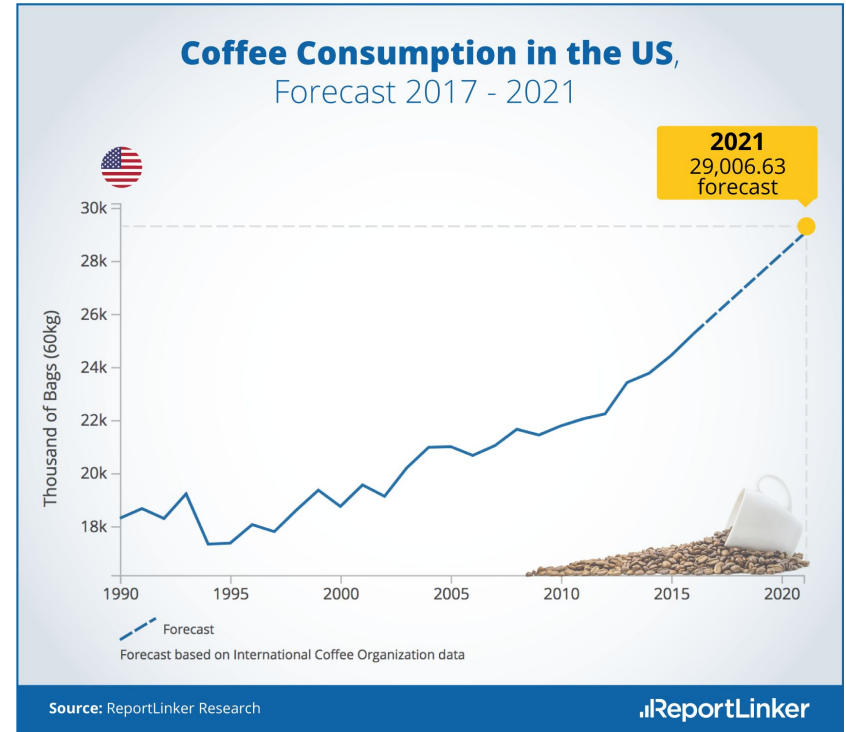
Specialty coffee comprises approximately **55% of US Market**.

35% of 18-24 year olds said they drink specialty coffee **daily**.

Millennials consume **44%** of the coffee in US.

59% of **coffee** cups consumed daily in the US are now classified as **gourmet**.

Source: ReportLinker Research, 2016 Data



Creating Coffee Revenue Through...

Green Coffee Distribution

Private-Label Roasting

Sales of Owned Brands

Cafe La Rica, Josie's Java House, Cafe Cachita, Javalution, Retail & Food Service

Industries Served



Cruise Liners



Wellness Centers



Hotels



Convenience Stores



Office Coffee Service



Retail



Grocery



Wholesale



Direct Selling



Direct Store Delivery

Vertically Integrated Field to Cup

Coffee plantation and state-of-the-art dry-processing facility in Matagalpa, Nicaragua

- ★ Sustainable farming methods used to increase yields and achieve cost savings
- ★ Historically known for high quality coffee production
- ★ 1,000 acres under management produce 100% Arabica coffee beans
- ★ Gourmet coffees almost exclusively high-quality mild varieties of Arabica coffee

Plantation, dry-processing facility and existing U.S. based facilities allow CLR to control coffee production process from field to cup



Our Certifications



Our process has earned us the above certifications that demonstrate our commitment and dedication to the craft of providing the highest quality coffee products using the highest standards available.

Shifting Demand Demographics



Millennials Drinking More Coffee

- **32%** consumed an espresso-based beverage yesterday
- **15%** of past-day drinkers consumed coffee at a coffee shop/donut shop

Chinese and Russian Shift From Tea

- **3x increase** in China consumption of coffee since 2014
- Chinese coffee imports growing 16% per year compared to 2% in the United States

Sources: CBS News (June 2018), Washington Post (October 2016)



Going Field to Finish with Hemp

Building a vertically integrated Hemp Enterprise began with the acquisition of Khrysos Industries in February 2019. Khrysos is established as both a leading manufacturer of commercial hemp-based CBD extraction equipment and post processing equipment whereby the company is uniquely positioned to use its technology to move from Biomass to Oil Extraction to end-to-end processing of CBD isolate, distillate, water soluble isolate, and water-soluble distillate... a field to finish operation.

YGYI Signs Agreement to Acquire All Assets of Khrysos Global, a Provider of End-to-End Processing Solutions for Hemp

Acquisition Would Allow YGYI to Bring Manufacturing For its CBD Brands In-House, Add Recurring Revenue Via Leasing, Servicing, and Sales of Hemp Processing Equipment

Youngevity International, Inc. announces that it has entered into a binding agreement to purchase all the assets of Khrysos Global—a Florida based manufacturer of hemp-based CBD extraction equipment. This acquisition is intended to establish YGYI's newly formed wholly-owned subsidiary, Khrysos Industries, Inc. as a global player in the field-to-finish hemp-CBD oil, isolate, and distillate market, and also would give YGYI ownership of INX Labs and its testing facilities, allowing the company unprecedented capabilities in regards to formulation, quality control, and testing standards with its CBD products.



Khrysos Industries, Inc. a wholly owned subsidiary of Youngevity International, Inc. (NASDAQ: YGYI) Reveals State of the Art, Florida Based Hemp Processing and Manufacturing Facility

82,000 Square Foot, GMP Qualified Facility will be New Home for Khrysos' Centralized Post Processing and Finished Goods Manufacturing.

Khrysos Industries, Inc. a wholly owned subsidiary of Youngevity International, Inc. ([NASDAQ: YGYI](#)), a multi-channel lifestyle company operating in three distinct business segments including a commercial coffee enterprise and its newly acquired commercial hemp enterprise announced today that it has leased 82,000 square feet in Orlando, Florida to house its post processing hemp derived products and finished goods manufacturing facility. The single use building was the former home of Nephron Pharmaceuticals GMP Certified sterile manufacturing operations. The state-of-the-art facility features a 46,200 sq. ft. production area that includes 5,200 sq. ft. of class C7 sterile capable workspace, power is provided via a redundant utility system for continuous operation with 5000 amp of 480v 3 phase power available throughout the facility. Additionally, the facility contains a high purity reverse osmosis water system, 10,000 sq. ft. of air-conditioned warehouse space, a 1,500 sq. ft secure vault for storing high dollar finished goods and ingredients, and a complete SCADA monitoring system.

“We believe this facility provides us the opportunity to accelerate our post processing and manufacturing capabilities by approximately two years in terms of production output. The amenities and the infrastructure within the facility saves us significant CAPEX expense, and, more importantly, provides us the ability to grow more rapidly to meet market demand,” said Dwayne Dundore PhD, President of Khrysos. “We are in the process of moving over our post processing equipment and the extensive power systems in this facility allows us to scale as needed. We expect post processing to be up and running in September and we will then set up our finished product manufacturing lines.”

“This facility provides us the opportunity to shift our business plan from multiple processing locations to a centralized processing and manufacturing solution. Additionally, this should resolve the power issues that has become an industry challenge and provides us a significant increase in capacities within our production and manufacturing operations on an accelerated timeline.” said Dave Briskie, President and CFO of YGYI, about its wholly owned subsidiary Khrysos Industries. “Being able to centralize our post processing and manufacturing operations should provide for more efficient and streamlined operations that we expect to drive our ability to service our customers while improving our opportunity to drive our bottom-line profits.”



NASDAQ: YGYI

Khrysos Industries, Inc. Brings Triple Distillation System Online in Florida Facility

Monthly capacity of 4,000 liters puts hemp oil remediation tolling line into service today.

Khrysos Industries, Inc. a wholly owned subsidiary of Youngevity International, Inc. ([NASDAQ: YGYI](#)), a multi-channel lifestyle company operating in three distinct business segments including a commercial coffee enterprise and its commercial hemp enterprise announced today that it has brought a new triple distillation system online at its recently leased 82,000 square foot post processing and finished goods production facility in Orlando, Florida. The new system is planned to be used exclusively for hemp oil remediation on a toll processing basis. Khrysos Industries also announced that it increased its capabilities in Isolate production by bringing online two 150 Isolate Reactors which is expected to increase the company's ability to produce Isolate by 6-fold.

"We believe these capacity improvements within our facility will provide unique competitive advantages for our business. Our plan is to offer turn-key solutions for the hemp industry and these two additions are a major step forward for our company in terms of capabilities available in the space.", said Dwayne Dundore PhD, President of Khrysos.

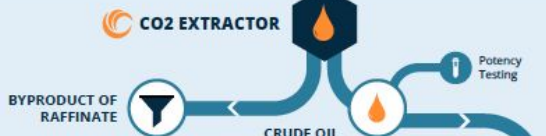
"We are seeing a high demand for hemp oil remediation and tolling capabilities in our industry. We believe expanding our tolling capacity places our company in a unique position to generate revenue in multiple segments of the market." said Dave Briskie, President and CFO of YGYI, about its wholly owned subsidiary Khrysos Industries. "Being able to provide turn-key solutions in a triple distillation facility should provide unique competitive advantages that we anticipate will expand our customer base and drive revenue while improving our opportunity to drive our bottom-line profits."



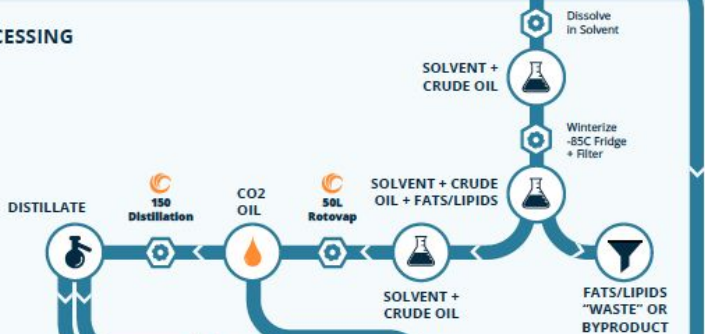
PRE-PROCESSING



CO2 EXTRACTION



POST-PROCESSING



END PRODUCTS



Khrysos Industries & INX Labs Revenue Streams

- Extraction Systems Sales, Rentals & Leases
- Post Processing Systems Sales, Rental & Leases
- Cloud Based Service
- Tolling Agreements (Post Processing & Extraction)
- Offtake Agreements (Ingredients Brokerage)
- Genetic Seed Development & Cloning
- Laboratory Testing

YGYI Completes Acquisition of INX Laboratories and INX Holdings

Youngevity International announced that it completed the closing of the acquisition of INX Laboratories and its testing facilities, allowing the company unprecedented capabilities in regards to formulation, quality control, and testing standards with its CBD products.



Selection of Service Capabilities:

Microbiological Analysis
Volatile Organic Compounds
Environmental Laboratory Services
Microbiological Analysis
Fungus-Genus Level
Fungus- Species Level
Bacteria- Genus Level
Bacteria- Species Level
Bio-Tape Analysis
Fungal Spore Analysis
Air-O-Cell Analysis
Coliforms MPN
Total Coliforms & E Coli
Total Coliforms
Legionella
Mycotoxins
Environmental Analysis
Volatile Organic Compounds
Total Particulate
Lead
Leed Indoor Air Quality Testing
4-Phenylcyclohexene
Formaldehyde

Total Volatile Organic Compounds,
OSHA-7/NIOSH 1501 on charcoal tube
Carbon Monoxide (CO)
Particulates
Fuel and Feedstock Analysis
Bio-Diesel Analysis
Flash Point
Water & Sediment
Kinematic Viscosity
Sulfur by Xray
Cloud Point
Pour Point
Free & Total Glycerin
Moisture by Karl Fisher
Acid Number
Copper Strip Corrosion Rating
Cold Soak Filtration
Oxidation Stability
Phosphorous
Methanol Content
Simulated Distillation 50%
Simulated Distillation 100%
Sulfated Ash

Carbon Residue
Distillation Temperature
Feedstock & Grease
Moisture & Volatiles Matter
Unsaponifiable Matter
Insoluble Impurities
Free Fatty Acid Analysis- Titration
Moisture by Coulometer KF
Sediment by Centrifuge
Oxidation Stability
Copper by ICP (dissolved)
Iron by ICP (dissolved)
Phosphorus by ICP
Sulfur by Xray
Mining Analysis
Rare Earth Analysis
RE-1 Hot Sulfuric Leach
RE-2 Direct Precipitate
RE-3 ION Exchange loading
RE-4 ION Exchange Regeneration
ION Exchange regeneration for rare earths
RE-5 Rare Earth Analysis
Analysis of rare earths (RE)



Soothe™ contains a proprietary hemp-derived cannabinoid oil, as well as a variety of herbs, minerals, and a powerful antioxidant – glutathione. Soothe™ intends to support a healthy immune system and sore, tired, and achy muscles and joints.

Relax™ features the same hemp-derived cannabinoid oil found in Soothe™, combined with the relaxing botanicals chamomile, lavender, valerian, and melatonin –for its sleep-supporting benefits.

Uplift™ takes Youngevity's exclusive hemp-derived cannabinoid oil and combines it with St. John's Wort and a specialized set of natural terpenes (cannabinoid enhancers).

The cannabidiol market is expected to see significant growth in the immediate future. Direct Selling News recently reported that, "According to recent data published by Forbes, citing Brightfield Group, the global cannabis market is projected to reach \$31.4 billion by 2021. By end of 2017, the global market value was estimated at \$7.7 billion."



YGYI Targets September 2019 Launch for CBD Coffee



Direct Selling Distribution



Retail Distribution





YOUNGevity®

Direct Selling Segment

Youngevity is Ahead of The Trend

Strong presence in large, scalable market segments.

ANTI-AGING

Immortalium®, Glucogenix,
Purmeric, Ocutiv

2015: \$140.3 bn

2021: \$216 bn

SKIN CARE

L'Dara® Advanced
Anti-Aging Serum,
CertoBella, Youngevity Pure
Mineral Makeup

2015: \$121 bn

2021: \$154 bn

BRAIN HEALTH

Synaptiv™, Ultimate Memory
Fx™, Healthy Body Brain &
Heart Pak™ 2.0

2015: \$2.3 bn

2021: \$11.6 bn

WEIGHT LOSS

Slender Fx™ Rev, Rev 90 Pak,
Keto 90 Pak

2015: \$158 bn

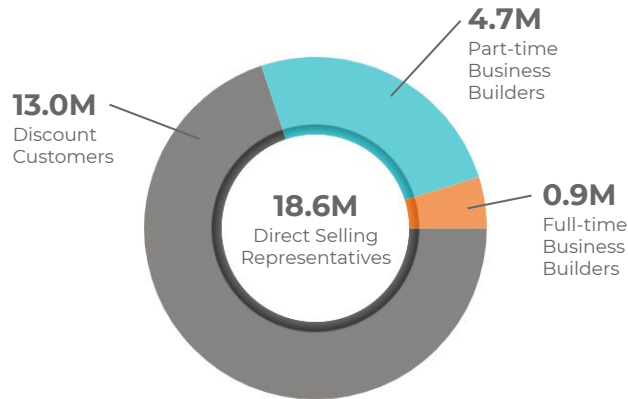
2021: \$241 bn

Sources: Statistica, Research and Markets and Statistics MRC, 2016 Data

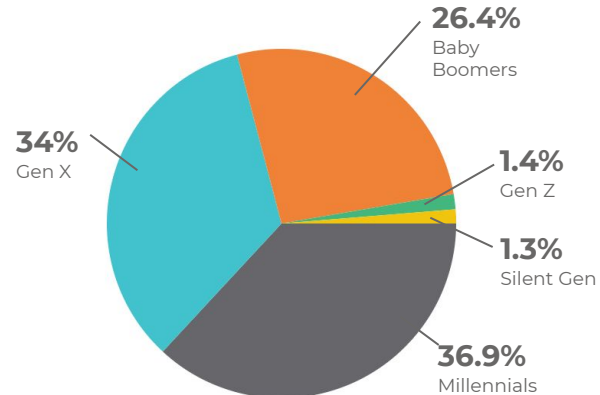
Direct Selling US Population

18.6 million* direct selling representatives

2017 Business Activity of the nation's 18.6 million* direct selling representatives



People Involved by Age
Direct selling provides flexible, entrepreneurial opportunities to all ages



* Individuals who affiliate with direct selling companies are eligible to purchase products at a discount and resell them at a profit. They are also eligible to bring others into their businesses, and mentor them to reach their personal goals.

Source: Direct Selling Association, 2017 Data

Worldwide Direct Selling - Top Verticals



North America: \$37.8 Billion

- Wellness: 34%
- Cosmetics & Personal Care: 17%
- Household Goods and Durables: 14%

Western Europe: \$29.5 Billion

- Wellness: 34%
- Cosmetics & Personal Care: 16%
- Home Improvement: 13%

South & Central America: \$25.2 Billion

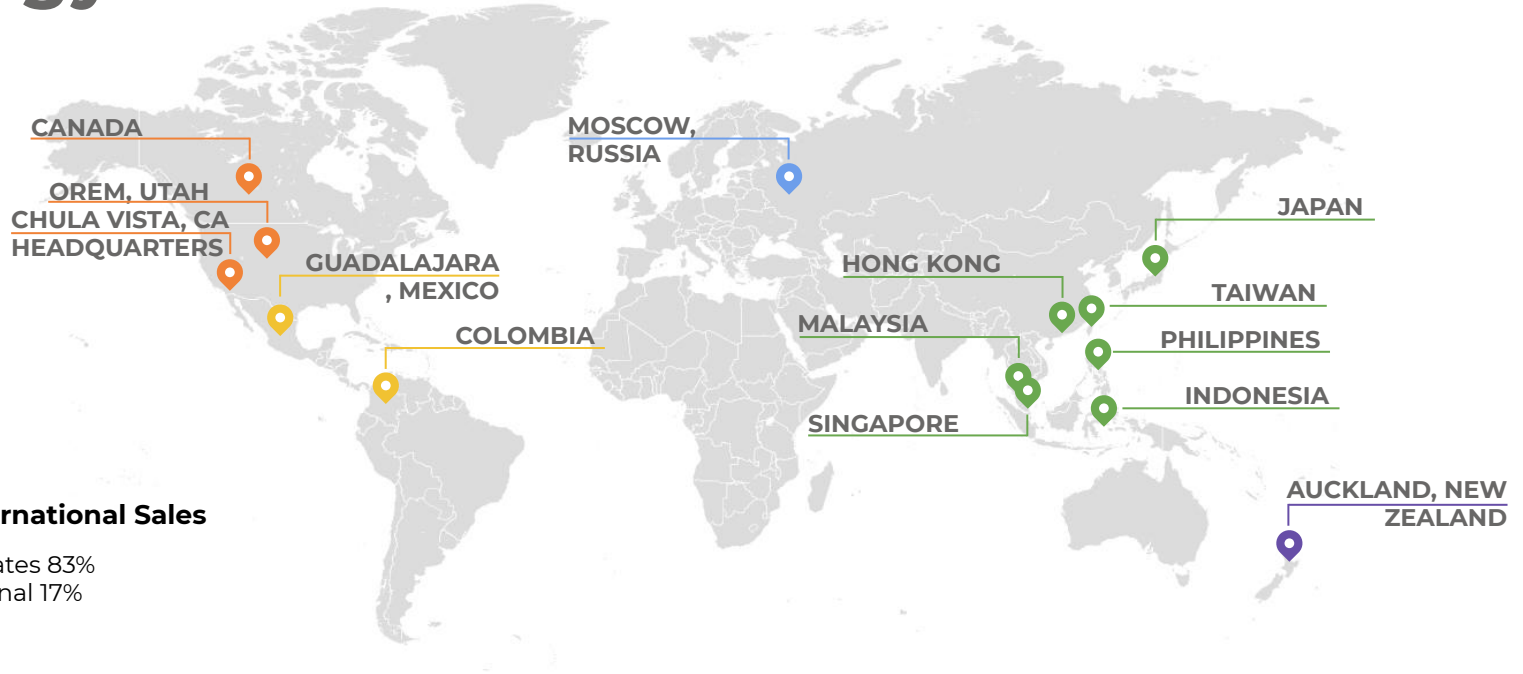
- Cosmetics & Personal Care: 62%
- Wellness: 21%
- Clothing & Accessories: 8%

Asia Pacific: \$84.1 Billion

- Wellness: 41%
- Cosmetics & Personal Care: 29%
- Household Goods and Durables: 13%

Source: Direct Selling News, 2017 Data

Global Direct Selling Locations & Growth Strategy



Q2 2019 US/International Sales













- United States 83%
- International 17%



International expansion now well underway with corporate infrastructure, product approvals, and newly acquired distributors and customers now driving revenue.

More than 2,000 SKUs

- available to drive future growth -

- | | | |
|---|---|--|
|  Nutritional Supplements |  Gourmet Coffee |  Business Lending |
|  Weight Management |  Packaged Foods |  Telecare Health Services |
|  Health and Wellness |  Lifestyle Products |  Pet Care |
|  Skincare and Cosmetics |  Apparel and Accessories |  Home and Garden |

Multiple Product Verticals

Memory Keeping

Quality scrapbook albums and supplies.

Anti-Aging

Nutrition that can change the way you age.

Health & Nutrition

Wellness products to help you live your best life.

Spa & Beauty

Peace of mind that goes beyond skin deep.

Food & Beverage

Natural, wholesome, responsibly-sourced – all in one place.

Jewelry

Simple, stylish pieces to keep you looking good and feeling great.

Anthology DIY

Start-to-finish DIY craft projects.

Essential Oils

Created by Nature. Perfected by Science.

Acquisition Portfolio



heritage makers



Corporate Leadership

Best in class management team with a track record of success in private and public companies.



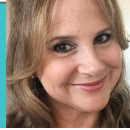
Steve Wallach
CEO

With nearly two decades of sales and network marketing experience, Mr. Steve Wallach has successfully guided Youngevity International, Inc. to become an international, publicly-traded direct marketing company that is positioned for worldwide growth.



Dave Briskie
President and CFO

As President of Youngevity, Dave has shepherded the company's development into a fully vertical coffee roasting and distribution company, owner of the direct marketing brand JavaFit® and the retail brand Cafe La Rica, as well as the category creator of functional gourmet coffee.



Loren Castronovo
CMO

Loren oversees the global development of Youngevity's brand, and is passionately focused on helping people create the businesses and lives they imagine. Her strong consumer focus comes from working with global brands including Chanel, Revlon, Estee Lauder, Mary Kay, The Body Shop, Crayola, Creative Memories and more.



Luke Taffuri
VP, International Sales

Luke Taffuri comes to us with more than 22 years of direct selling experience from a company that achieved over \$1 Billion in sales where he developed and led their international expansion to 26 international markets worldwide. He also has extensive industry experience, holding the position of Chief Operating Officer at his previous company leading the development and execution of business strategy, corporate culture, organizational leadership, product strategy, sales, marketing, logistics and distributor relations.

Full bios available at: <http://ygyi.com/management.php>

Brand Ambassadors

Our products are endorsed and used by professional athletes and influencers with a global reach



Marilu Henner

Marilu Henner is an actress, producer, New York Times best-selling author and longtime health and wellness activist. Marilu Henner has starred on stage, in several hit TV series, films, commercials, television movies and specials. She has been very passionate about promoting Youngevity's brain-supporting supplement, SYNAPTIV™.



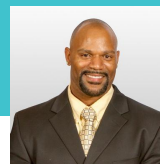
Mike Glenn

Mike "Stinger" Glenn is a former NBA basketball player who played with the Buffalo Braves, the New York Knicks, the Atlanta Hawks, and the Milwaukee Bucks. Currently, Mike Glenn is a television basketball analyst for Fox Sports South and can be seen on Hawks Live, the pre-game, half-time, and post-game show for the Atlanta Hawks.



Drew Pearson

As a former Dallas Cowboy, Drew Pearson is widely recognized as one of the NFL's greatest wide receivers. Drew Pearson began his professional NFL career in 1973 as a "walk-on" free agent with the Dallas Cowboys, where he rose to become one of the NFL's greatest all-time wide receivers. A three time All Pro, Drew Pearson played his entire professional football career for the Dallas Cowboys.



Gene Nelson

Gene Nelson began bodybuilding as a hobby more than 15 years ago. Today, he's known as the "Greatest Natural Bodybuilder in the World." As a natural bodybuilder, he regularly takes Youngevity products and trusts that they will provide him with the energy and nutrients he needs to replenish his body and keep going strong.



Delisha Jones

During her long-standing WNBA career, she played more games than any other athlete to date (499 regular season games and 50 playoff games), was a three-time All-Star, and holds 2 WNBA championships. To add, she is a two-time Olympic gold medalist and has won numerous FIBA (International Basketball Federation) medals as a member of the USA Women's Basketball National Team.

Dedicated to Social Responsibility



American
Red Cross



Fully sustainable unique charitable giving platform.

Our simple mission is to change the world, and help those in need. Our parent company (Youngevity International) showcases the commitment to this effort in two key ways. First, Youngevity has pledged 100 percent of profits generated by the purchase of specialty products will be donated to the Be the Change Foundation. Second, we walk the talk and get hands-on involved in projects that improve people's lives. This outreach is a big part of who we are.

Youngevity® Be The Change Foundation, a 100% Volunteer Run Organization (no salaries paid), was born in the hearts of our Founders, Executive Team, Distributors and Customers, as a true reflection of our desire to benefit others by becoming the change we wish to see in the world, following Gandhi's inspiring statement.

Through **Youngevity® Be The Change Foundation**, we are able to help causes near and dear to the Youngevity® family; **Gary Sinise Foundation**, **American Red Cross**, and **Make-A-Wish Foundation** to name a few. As a united force, we change the world and change ourselves in the process. This total body, mind and spirit giving is at the very heart of our foundation. Please join us as we open our hearts and form a bridge of hope to those in need.





For a deeper dive into our products and capabilities
please visit the following websites:

- ygyi.com
- clrroasters.com
- javalution.com
- hempx.com
- khrysosindustries.com
- inxlabs.com
- youngevity.com
- youngevitybethechange.org

Appendix

Appendix (Page 5)

Market Capitalization = Closing stock price x common shares outstanding (30.3M). To illustrate, closing price on 11/15/19 was \$4.04, so market cap was \$122M.

Debt = Notes Payable + Convertible Notes + Line of Credit = \$15.1M

Enterprise Value = Market Cap (latest) + Net Debt (less cash and cash equivalents of 2.1). [\$130M]

Float: The float is the number of shares actually available for trading. Float is calculated by subtracting closely held shares -- owned by insiders, or other major long-term shareholders -- from the total shares outstanding. [12.7M]

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Interest Expense	3,678	6,584	5,785	4,474	4,491	2,356	1,249	1,004
Net Income (Loss)	(20,181)	(20,070)	(12,677)	(398)	(1,706)	5,369	2,651	(564)
Adjusted EBITDA	567	7,013	(549)	6,772	9,215	6,589	7,279	3,170

* includes \$ 11,757 in stock
base comp exp

Balance Sheet Highlights

(\$s in millions)

	2015	2016	2017	2018	Q3 2019
Cash and equivalents	\$3.9	\$0.9	\$0.7	\$2.9	\$7.3
Net receivables	2.5	2.5	4.4	4.1	35.7
Inventory	18.0	21.5	22.1	21.8	23.1
Other assets	3.9	3.1	4.0	10.3	6.2
Total current assets	28.2	27.9	31.2	39.0	72.3
Goodwill and intangibles	20.0	21.2	27.2	21.7	32.8
Other assets	14.5	16.9	14.0	15.3	36.1
Total assets	\$62.8	\$66.0	\$72.4	\$76.0	\$141.2
AP & accruals	\$14.8	\$16.0	\$21.4	\$18.3	\$47.7
Short/CP of LT debt	5.5	5.0	11.7	4.4	2.2
Other current liabilities	3.2	4.3	4.5	14.1	8.9
Total current liabilities	23.5	25.3	37.7	36.8	58.8
Long-term debt	20.4	21.7	27.2	16.2	13.3
Other long-term liabilities	0.0	0.0	0.0	0.0	12.9
Total liabilities	43.9	47.0	64.9	53.0	85.0
Total stockholders' equity	\$18.9	\$19.0	\$7.5	\$23.0	\$56.2

Appendix - Adjusted EBITDA

Adjusted EBITDA

Management believes that Adjusted EBITDA, when viewed with our results under GAAP and the accompanying reconciliations, provides useful information about our period-over-period growth. Adjusted EBITDA is presented because management believes it provides additional information with respect to the performance of our fundamental business activities and is also frequently used by securities analysts, investors and other interested parties in the evaluation of comparable companies. We also rely on Adjusted EBITDA as a primary measure to review and assess the operating performance of our company and our management team.

Adjusted EBITDA is a non-GAAP financial measure. We calculate adjusted EBITDA by taking net income, and adding back the expenses related to interest, income taxes, depreciation, amortization, stock-based compensation expense, loss on impairment of intangible assets, loss on modification of warrants, extinguishment loss on debt and the change in the fair value of the warrant derivative, as each of those elements are calculated in accordance with GAAP. Adjusted EBITDA should not be construed as a substitute for net income (loss) (as determined in accordance with GAAP) for the purpose of analyzing our operating performance or financial position, as Adjusted EBITDA is not defined by GAAP.

Reconciliation of Non-GAAP Measure

Adjusted EBITDA to Net (Loss) Income (in thousands)

\$/000's	Q3 YTD 2019	FY 2018	FY 2017	FY 2016	FY 2015	FY 2014	FY 2013	FY 2012	FY 2011
Net (loss) income	(20,181)	(20,070)	-12,677	-398	-1,706	5,369	2,651	-564	-152,195
Interest, net	3,678	6,534	5,785	4,474	4,491	2,356	1,249	1,004	427
Income taxes (benefit) provision	(61)	416	2,727	-190	1,384	-4,371	452	196	246
Depreciation	1,694	1,819	1,556	1,518	1,242	753	464	332	175
Amortization	2,505	2,879	2,782	2,344	2,112	1,933	1,615	1,573	888
EBITDA	(12,365)	(8,372)	173	7,748	7,523	6,040	6,431	2,541	-150,459
Stock-based compensation	16,400	1,777	995	395	455	534	848	629	0
Change in the fair value of derivatives	(4,344)	4,645	-2,025	-1,371	39	15	0	0	0
Impairment of intangible assets	---	3,175	0	0	0	0	0	0	151,798
Loss on modification of warrants	876								
Loss on extinguishment of debt and debt conversion	---	5,788	308	0	1,198	0	0	0	0
Adjusted EBITDA	567	7,013	-549	6,772	9,215	6,589	7,279	3,170	1,339



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