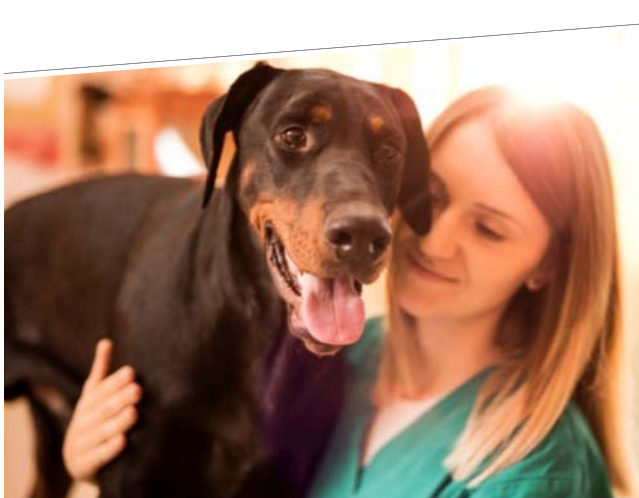




## HISTORICAL ADJ EBITDA & SEGMENT SALES PRESENTATION

DECEMBER 5, 2019



## HISTORICAL ADJUSTED EBITDA\*

\$ IN MILLIONS	THREE MONTHS ENDED						
	9/30/2019	6/30/2019	3/31/2019	12/31/2018	9/30/2018	6/30/2018	3/31/2018
<b>PRODUCT</b>	<b>\$20.5</b>	<b>\$20.7</b>	<b>\$13.6</b>	<b>\$10.2</b>	<b>\$14.6</b>	<b>\$16.8</b>	<b>\$9.4</b>
Y/Y CHANGE	40%	23%	45%				
MARGIN (% OF SEGMENT SALES)	13%	11%	11%	11%	13%	11%	10%
<b>SERVICES</b>	<b>7.1</b>	<b>6.8</b>	<b>5.3</b>	<b>2.8</b>	<b>5.2</b>	<b>5.2</b>	<b>2.6</b>
Y/Y CHANGE	37%	31%	104%				
MARGIN (% OF SEGMENT SAME-STORE SALES)	32%	28%	25%	19%	24%	24%	15%
<b>UNALLOCATED CORPORATE</b>	<b>(8.3)</b>	<b>(6.6)</b>	<b>(8.0)</b>	<b>(6.5)</b>	<b>(6.5)</b>	<b>(6.0)</b>	<b>(6.4)</b>
<b>TOTAL</b>	<b>\$19.3</b>	<b>\$20.8</b>	<b>\$10.9</b>	<b>\$6.5</b>	<b>\$13.4</b>	<b>\$16.1</b>	<b>\$5.6</b>
Y/Y CHANGE	47%	29%	95%				
MARGIN (% OF REPORTED SALES)	10%	9%	7%	6%	10%	9%	5%
MARGIN (% OF ADJ SALES, EXCLUDING NON SAME-STORE SALES)	11%	10%	7%	6%	10%	9%	5%

\*See appendix for reconciliation to net income.

Note that certain figures shown in the tables above may not recalculate due to rounding

## HISTORICAL SEGMENT SALES

	THREE MONTHS ENDED						
\$ IN MILLIONS	9/30/2019	6/30/2019	3/31/2019	12/31/2018	9/30/2018	6/30/2018	3/31/2018
<b>SERVICES SEGMENT SALES:</b>							
<b>SAME-STORE SALES**</b>	<b>21.9</b>	<b>23.9</b>	<b>20.8</b>	<b>14.7</b>	<b>21.4</b>	<b>21.3</b>	<b>17.0</b>
Y/Y CHANGE	2%	12%	22%				
<b>NON SAME-STORE SALES</b>	<b>2.6</b>	<b>2.2</b>	<b>1.5</b>	<b>1.2</b>	<b>1.5</b>	<b>1.1</b>	<b>0.2</b>
Y/Y CHANGE	73%	100%	650%				
<b>NET SERVICES SEGMENT SALES</b>	<b>24.5</b>	<b>26.0</b>	<b>22.3</b>	<b>15.9</b>	<b>22.9</b>	<b>22.4</b>	<b>17.2</b>
Y/Y CHANGE	7%	16%	30%				
<b>PRODUCTS SEGMENT SALES</b>	<b>161.5</b>	<b>194.6</b>	<b>126.1</b>	<b>95.1</b>	<b>108.5</b>	<b>148.7</b>	<b>97.9</b>
Y/Y CHANGE	49%	31%	29%				
<b>TOTAL NET SALES</b>	<b>\$186.0</b>	<b>\$220.6</b>	<b>\$148.4</b>	<b>\$111.0</b>	<b>\$131.4</b>	<b>\$171.1</b>	<b>\$115.1</b>
Y/Y CHANGE	42%	29%	29%				

\* See appendix for reconciliation to net income.

\*\* Same-store sales were impacted by discontinued operations specific to two host retailers, and conversions of community clinics to wellness centers, which combined sales represented approximately 4.8% and 5.0% of sales for the quarter and year to date periods ending September 30, 2018, respectively.



## APPENDIX



## ADJUSTED EBITDA RECONCILIATION

\$ IN MILLIONS,	THREE MONTHS ENDED						
	9/30/19	6/30/2019	3/31/2019	12/31/2018	9/30/2018	6/30/2018	3/31/2018
<b>PRODUCTS</b>	<b>\$20.5</b>	<b>\$20.7</b>	<b>\$13.6</b>	<b>\$10.2</b>	<b>\$14.6</b>	<b>\$16.8</b>	<b>\$9.4</b>
<b>SERVICES</b>	<b>7.0</b>	<b>6.8</b>	<b>5.3</b>	<b>2.8</b>	<b>5.2</b>	<b>5.2</b>	<b>2.6</b>
<b>UNALLOCATED CORPORATE</b>	<b>(8.3)</b>	<b>(6.6)</b>	<b>(8.0)</b>	<b>(6.5)</b>	<b>(6.5)</b>	<b>(6.0)</b>	<b>(6.4)</b>
<b>TOTAL CONSOLIDATED</b>	<b>\$19.3</b>	<b>\$20.8</b>	<b>\$10.9</b>	<b>\$6.5</b>	<b>\$13.4</b>	<b>\$16.1</b>	<b>\$5.6</b>
DEPRECIATION	(2.4)	(1.5)	(1.7)	(1.8)	(1.8)	(1.8)	(1.3)
AMORTIZATION	(1.8)	(1.3)	(1.3)	(1.5)	(1.3)	(1.3)	(1.1)
INTEREST	(5.7)	(2.2)	(1.9)	(1.9)	(2.2)	(2.2)	(1.8)
INCOME TAX BENEFIT (EXPENSE)	1.3	(0.9)	(0.5)	1.4	(0.8)	(1.0)	1.1
STOCK BASED COMPENSATION	(1.6)	(1.6)	(1.5)	(1.1)	(1.2)	(0.8)	(0.7)
NON-RECURRING ROYALTY SETTLEMENT	—	—	—	—	—	(0.4)	—
ACQUISITION COSTS	(2.0)	(2.9)	(0.6)	(0.3)	(0.1)	(0.2)	(3.2)
PURCHASE ACCOUNTING ADJUSTMENT TO INVENTORY	(2.4)	—	—	(0.6)	—	—	(1.5)
SKU RATIONALIZATION	(6.5)	—	—	—	—	—	—
FAIR VALUE ADJUSTMENT OF CONTINGENT NOTE	(2.3)	(1.5)	\$0.7	(3.0)	0.4	(0.5)	(0.1)
INTEGRATION COSTS AND COSTS OF DISCONTINUED CLINICS	(1.2)	(1.1)	—	(0.2)	(0.1)	(0.4)	(0.4)
NON SAME-STORE REVENUE	2.6	2.2	1.5	1.2	1.5	1.1	0.2
NON SAME-STORE COSTS	(5.4)	(4.0)	(3.3)	(3.7)	(3.8)	(2.4)	(\$0.4)
CLINIC LAUNCH EXPENSES	(0.7)	—	—	(0.1)	(0.1)	(0.8)	(0.4)
<b>NET INCOME</b>	<b>(\$8.8)</b>	<b>\$5.9</b>	<b>\$2.3</b>	<b>(\$5.3)</b>	<b>\$3.9</b>	<b>\$5.4</b>	<b>(\$4.0)</b>

Note that certain figures shown in the tables above may not recalculate due to rounding

