



Wellness that Works.™

Q2 2019 earnings overview



TOTAL END OF PERIOD SUBSCRIBERS



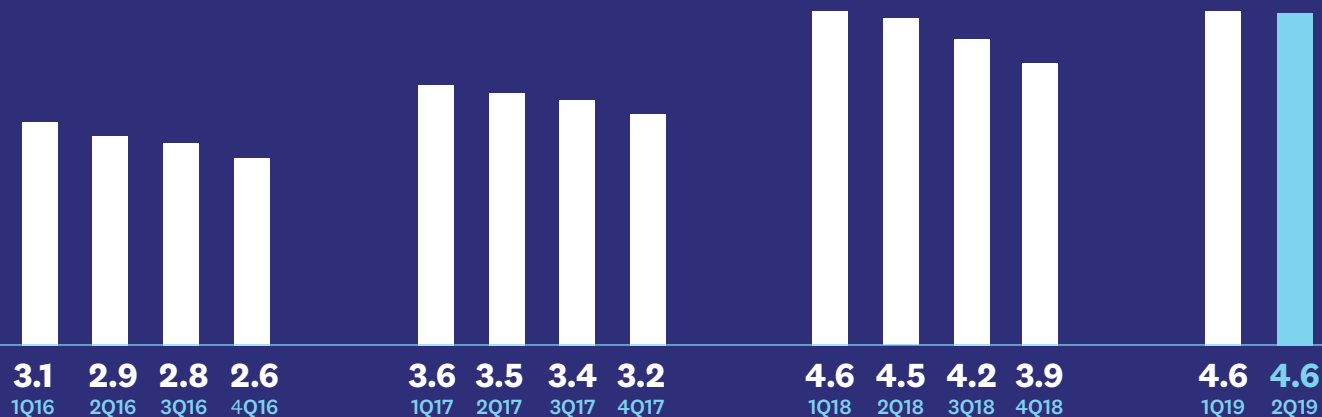
TOTAL REVENUES



OPERATING INCOME

“Member recruitment trends improved throughout the second quarter as we saw good response to our spring campaigns. End of period subscribers increased 1.5% year-over-year to 4.6 million – our highest level ever for a second quarter,” said Mindy Grossman, the Company’s President and CEO. “We are focused on building momentum and look forward to launching our new program innovation later this year, which we believe will accelerate subscriber growth in 2020. We are still early in our journey as a global holistic wellness company with the best-in-class weight management program, and we see tremendous opportunities ahead to drive growth in 2020 as well as over the long-term.”

Predictable seasonal subscriber trend



End of Period Subscribers, in millions