

Investor Presentation



Rob Fried

Chief Executive Officer

James Lee

Interim Chief Financial Officer

Safe Harbor statement

This presentation and other written or oral statements made from time to time by representatives of ChromaDex contain “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements reflect the current view about future events. Statements that are not historical in nature, such as 2024 financial outlook, and which may be identified by the use of words like “expects,” “anticipates,” “intends,” “estimates,” “plans,” “potential,” “possible,” “probable,” “believes,” “seeks,” “may,” “will,” “should,” “could,” “predicts,” “projects,” “continue,” “would” or the negative of these terms and other words of similar meaning, are forward-looking statements. Such statements include, but are not limited to, statements contained in this presentation relating to our expected sales, cash flows, planned investments, and financial performance, business, business strategy, expansion, growth, key drivers (including cost savings and increased investments), products and services we recently offered and their impact on our performance or products and services we may offer in the future and the timing of their development, sales and marketing strategy, the statements regarding Niagen IV, statements related to the Niagen+ NAD+ test Kit, statements regarding the potential benefits and development of NRC as a treatment for AT or other diseases, including statements regarding clinical trials and obtaining IND Designation from the FDA, and capital outlook. Forward-looking statements are based on management’s current expectations and assumptions regarding our business, the economy and other future conditions and are subject to inherent risks, uncertainties and changes of circumstances that are difficult to predict and may cause actual results to differ materially from those contemplated or expressed. We caution you therefore against relying on any of these forward-looking statements. These risks and uncertainties include those risk factors discussed in Part I, “Item 1A. Risk Factors” of our most recent Annual Report on Form 10-K and Quarterly Report on Form 10-Q filed with the Securities Exchange Commission (the “Commission”), and in subsequent filings with the Commission. Any forward-looking statements are qualified in their entirety by reference to the factors discussed in these filings with the Commission. Should one or more of these risks or uncertainties materialize, or should the underlying assumptions prove incorrect, actual results may differ significantly from those anticipated, believed, estimated, expected, intended or planned.

Important factors that could cause actual results to differ materially from those in the forward looking statements include but are not limited to: inflationary conditions and adverse economic conditions; our history of operating losses and need to obtain additional financing; the growth and profitability of our product sales; our ability to maintain and grow sales, marketing and distribution capabilities; changing consumer perceptions of our products; our reliance on a single or limited number of third-party suppliers; risks of conducting business in China; including unanticipated developments in and risks related to the Company’s ability to secure adequate quantities of pharmaceutical-grade Niagen in a timely manner; the Company’s ability to obtain appropriate contracts and arrangements with U.S. FDA-registered 503B outsourcing facilities required to compound and distribute pharmaceutical-grade Niagen to clinics; the Company’s ability to remain on the U.S. FDA Bulk Drug Substances Nominated for Use in Compounding Under Section 503B of the Federal Food, Drug, and Cosmetic Act Category 1 list; the Company’s ability to maintain and enforce the Company’s existing intellectual property and obtain new patents; the ability to continue to pursue additional studies, human trials, and to obtain an IND Designation from the FDA; whether the potential benefits of NRC can be further supported; further research and development and the results of clinical trials possibly being unsuccessful or insufficient to meet applicable regulatory standards or warrant continued development; the ability to enroll sufficient numbers of subjects in clinical trials; determinations made by the FDA and other governmental authorities; and the risks and uncertainties associated with our business and financial condition in general.

Factors or events that could cause our actual results to differ may emerge from time to time, and it is not possible for us to predict all of them. We cannot guarantee future results, levels of activity, performance or achievements. Except as required by applicable law, including the securities laws of the United States, we do not intend to update any of the forward-looking statements to conform these statements to actual results.

About Non-GAAP Financial Measures

ChromaDex’s non-GAAP financial measure, Adjusted EBITDA, is defined as net income (loss) before interest, depreciation, amortization, non-cash share-based compensation costs and severance and restructuring expense. ChromaDex used this non-GAAP measures when evaluating its financial results as well as for internal resource management, planning and forecasting purposes. This non-GAAP measure should not be viewed in isolation from or as a substitute for ChromaDex’s financial results in accordance with GAAP. Reconciliation of this non-GAAP measure to the most directly comparable GAAP measure is attached to this presentation.

FDA Disclaimer

Statements made in this presentation have not been evaluated by the Food and Drug Administration. ChromaDex products are not intended to diagnose, treat, cure, or prevent any disease. The statements in this presentation are for investor relations and educational purposes only and not intended for consumers or vendors.

Anti-aging and NAD+ is mainstream

VOGUE
BUSINESS

NAD+ is hitting the mainstream and skincare brands want in

The IV drip therapy has won over celebrities and intrigued consumers with its promise to naturally slow down ageing.

BY NATEISHA SCOTT
July 16, 2024

ELLE

Meet NAD+, the Latest
Celebrity Biohacking Trend

NAD+ is the next jab, post-Ozempic, that's winning over biohackers, fashion insiders, and Hollywood stars.

BY EMILY DOUGHERTY PUBLISHED: FEB 13, 2024



Wellness

Can You Improve Your Health on a Cellular Level?

"Cellular health" is the latest fixation of the wellness industry—here's what it means for you. By Zee Weiner
April 10, 2024

BUSINESS INSIDER

HEALTH

Forget Ozempic — an under-the-radar antiaging supplement is the next hot commodity in Hollywood

Hilary Brueck Aug 2, 2024, 6:05 AM EDT

Share Save

The Telegraph

Want to live to 100? It might be time to try this new supplement

Can NAD+, the latest longevity pill, help us restore our youthful vigour and avoid age-related disease?

BAZAAR

NAD+ supplements: can they really turn back the clock?

Experts break down what NAD+ is, and the best NAD+ supplements to try now

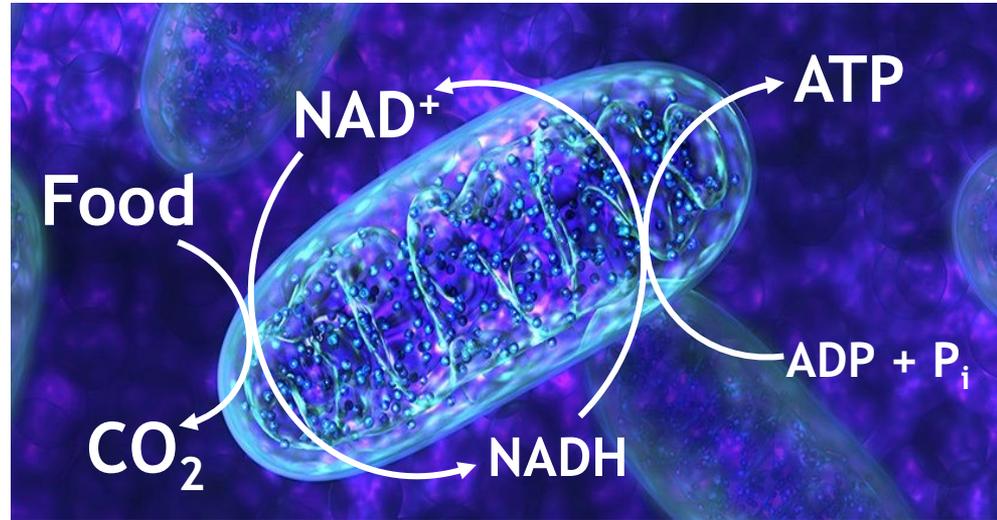
NAD+ is generating serious buzz among influential elites, top athletes, and celebrities endorsing NAD+

- | | | | |
|---|---|---|---|
| <ul style="list-style-type: none">• Kendall Jenner• Kourtney Kardashian• Justin & Hailey Bieber | <ul style="list-style-type: none">• Jennifer Aniston• Chrissy Teigen• John Legend | <ul style="list-style-type: none">• Joe Rogan• Andrew Huberman• Tom Brady | <ul style="list-style-type: none">• Aaron Judge• Shannon Sharpe• Numerous professional sports teams |
|---|---|---|---|

What is NAD+ and why is it essential?

Nicotinamide Adenine Dinucleotide (NAD+)...

- Mission critical co-enzyme in cellular metabolism
- Constantly being consumed and produced by cells
- Plays a vital role in:
 - Cellular defense and repair
 - Energy production and the optimal function of our cells' powerhouses (the mitochondria)
- NAD+ declines by ~65% between the age of 30 and 70



Chromadex is the leader in the NAD+ supplementation space, and expansion into the IV business with pharma grade Niagen® enables significant new verticals

VERTICAL I:

Global Consumer Health markets valued at \$176B⁽¹⁾

NIAGEN®
TRU NIAGEN®

Our tenured verticals driven by Niagen® and Tru Niagen® brands continue to deliver strong growth with opportunity to capture broader healthy aging end-markets.

Tru Niagen® with almost **\$70 million** in sales (+52% CAGR ⁽²⁾) and over **\$10 million** of Niagen® ingredient sales in 2023



VERTICAL II:

IV Hydration market valued at \$2.32B⁽²⁾
(with NAD+IV sales at \$100MM+ in North America alone⁽⁷⁾)

NIAGEN® 

Newly established Niagen+ vertical and first-of-its-kind pharmaceutical-grade Niagen® for IVs and injections are set to disrupt NAD+ IV market and provide foundation for expansion into pharmaceutical field



VERTICAL III:

Broader Pharma market valued at \$170B⁽⁴⁾

with clinical studies further along in:

- Parkinson's valued at \$4.8B⁽⁵⁾
- Ataxia valued at \$0.6B⁽⁶⁾



VERTICAL IV:

Anti-aging skincare & facial injectables market valued at \$57B⁽³⁾



(3) Combined estimate of the anti-aging aesthetics market in 2022 according to Grand View Research report <https://www.grandviewresearch.com/industry-analysis/anti-aging-products-market> and the facial injectables market in 2022 according to Grand View Research report <https://www.grandviewresearch.com/industry-analysis/facial-injectables-industry>

(4) ChromaDex's internal estimates of 2022 combined Pharmaceutical market for diseases/conditions directly related to studies with Niagen® which yielded positive results in Phase 1+ studies (refer to slide 20)

(5) Parkinson's market estimate in 2022 according to Future Market Insights (<https://www.futuremarketinsights.com/reports/parkinsons-disease-market>)

(6) Ataxia market estimate in 2021 according to Globe News Wire (<https://www.globenewswire.com>)

(7) ChromaDex's internal estimates of 2023 NAD IV market in North America

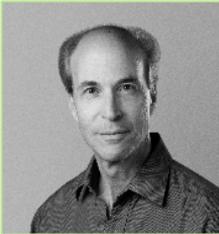
Scientific Advisory Board

NOBEL PRIZE WINNERS | CHEMISTRY



Charles Brenner, Ph.D.
*Alfred E Mann Family Foundation
Chair, Department of Diabetes &
Cancer Metabolism*
City of Hope

World's Foremost Authority on NAD
Metabolism



Roger Kornberg, Ph.D.
Chairman
Professor of Structural Biology
Stanford University

Nobel Prize Winner, Chemistry, 2006



Rudolph Tanzi, Ph.D.
Kennedy Professor of Neurology
Harvard University

Leading Alzheimer's Researcher, TIME
100 Most Influential 2015



Dr. Bruce German
*Chairman of Food, Nutrition,
& Health*
University of California, Davis

Leader in Food, Nutrition, & Wellness
Innovation



Professor Sir John Walker,
Ph.D.
*Emeritus Director, MRC Mitochondrial
Biology*
University of Cambridge

Nobel Prize Winner, Chemistry, 1997



Brunie H. Felding, Ph.D.
*Associate Professor of Molecular
Medicine*
Scripps Research Institute

Renowned Breast Cancer
Researcher focused on NAD+
supplementation



Dr. David Katz
President of True Health Initiative
CEO of Diet ID

World renowned physician &
preventive medicine expert



Dr. Vilhelm (Will) Bohr,
M.D., Ph.D., D.Sc.
*Professor in Genome Instability and
Neurodegeneration, Department of
Cellular and Molecular Medicine, University
of Copenhagen.*

One of the world's most published
researchers on aging and
neurodegenerative disease

Chromadex External Research Program

- Strong intellectual property portfolio with **80+ patents for Niagen® and other NAD+ precursors**
- Independent scientific research supporting benefits of proprietary ingredient with **30+ published clinical studies** and **\$100MM+ of third-party research**
- CERP includes researchers from **the most prestigious institutions** around the world, to list just a few:

- Mayo Clinic

- Cambridge University

- Harvard University

- University of Copenhagen

- University of Southern California

- Massachusetts Institute of Technology

- National Institute of Aging

- University of Birmingham

- Weill Medical College of Cornell University

- Buck Institute

- University of Colorado

- University of Washington



ChromaDex at a glance

FINANCIAL HIGHLIGHTS & VALUATION

Revenue - \$85.6MM last 12 mons ended Jun. 2024

Net Loss - (\$1.4)MM last 12 mons ended Jun. 2024

Non-GAAP Adjusted EBITDA⁽¹⁾ - \$4.0MM last 12 mons ended Jun. 2024

Operating Cash Flow - \$1.1MM last 12 mons ended Jun. 2024

Cash and Debt - \$27.9MM in Cash and no debt as of Jun. 30, 2024

Market Cap - \$218.7MM as of Aug. 8, 2024

Strong Balance Sheet, generating positive Cash Flows with positive \$4.0MM Adjusted EBITDA in the last 12 months



I. Consumer Health

NIAGEN® TRU NIAGEN®

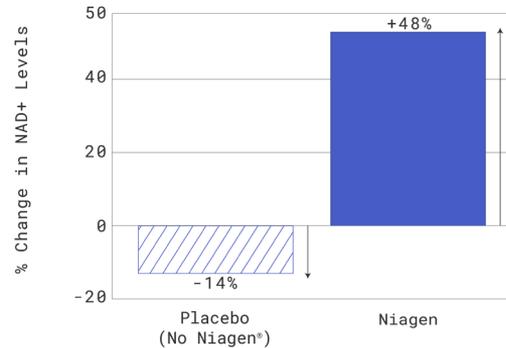
TRU NIAGEN[®]



The most efficient way to safely elevate NAD+ levels and the only patented form of nicotinamide riboside (Niagen[®]) available in the world.

Tru Niagen® is scientifically proven to increase NAD+

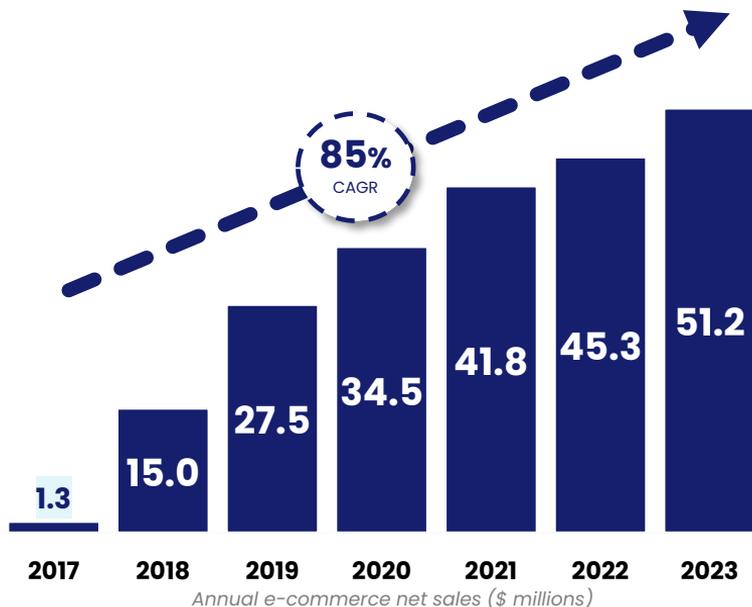
Tru Niagen® Increases NAD+
by 40-50% After 8 Weeks‡



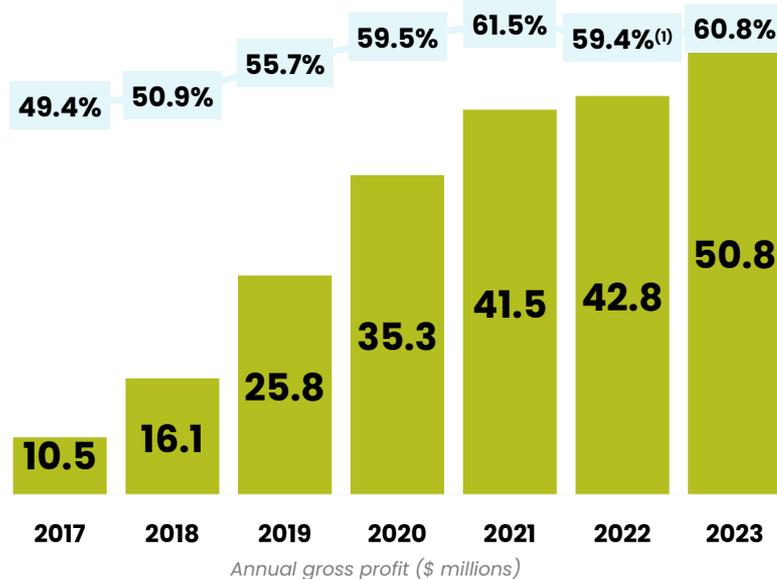
Conze et al., 2019 | ‡ On average at 300 mg / day for 8 weeks

Steady e-commerce growth and strong gross margins

- E-commerce represents ~**60%** of the business



- Gross margin increase from 49.4% to **60.8%** since strategic pivot to focus on consumer product, Tru Niagen®

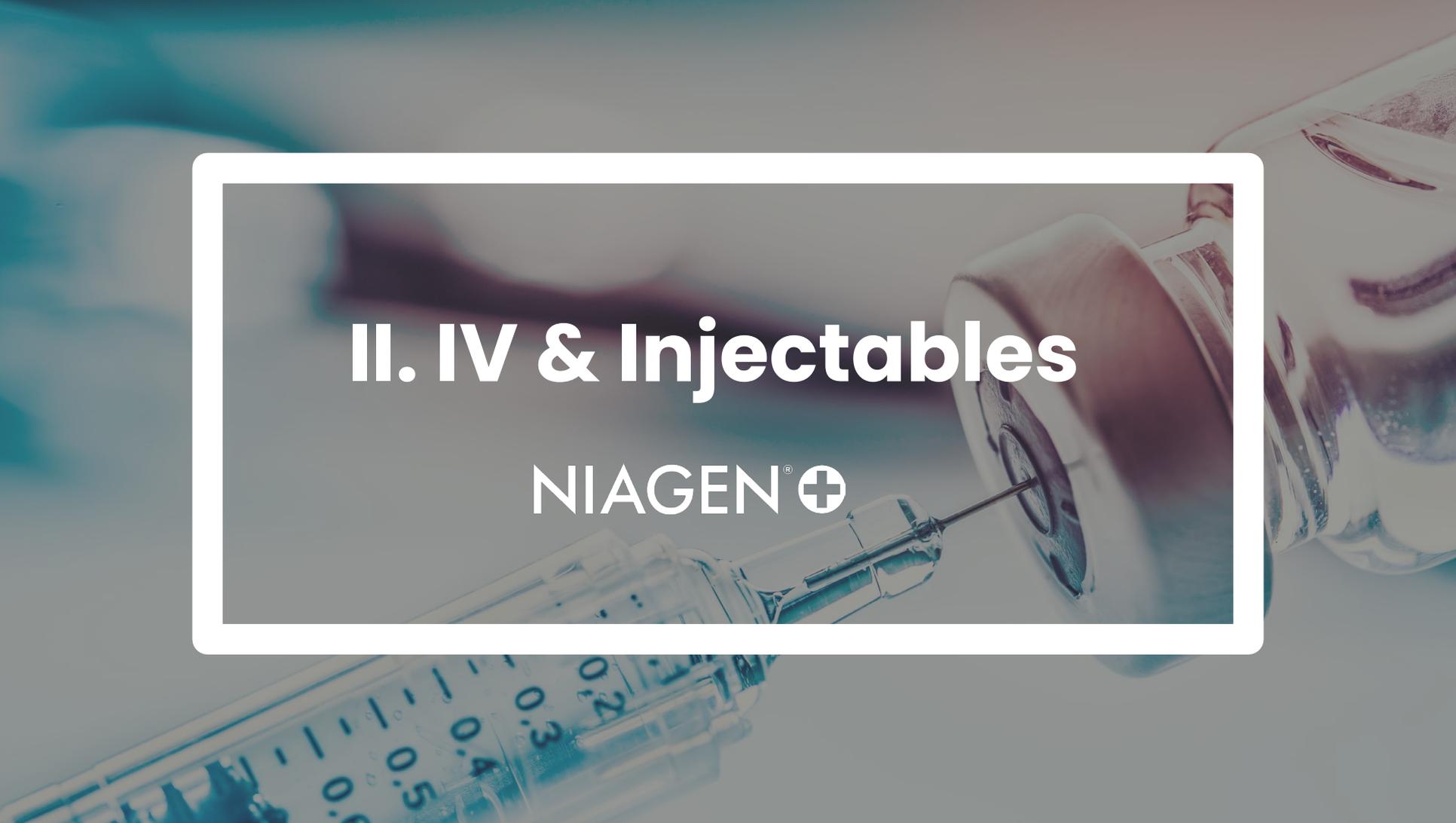


(1) Decline was driven by inflationary pressures (wages and input costs), partially offset by cost savings initiatives and overall scale on the business.

(2) CAGR calculated for the 2017-2023 calendar years period

Expanding global distribution footprint and partnering with blue chip companies

Key Tru Niagen® B2B Distributors / Retail Partners	Key Niagen® Ingredient Partners
     	  

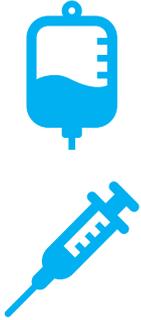


II. IV & Injectables

NIAGEN[®] 

Chromadex launches a portfolio of new products under the NIAGEN[®] + umbrella

IV and injectables



- **First-of-its-kind pharmaceutical-grade Niagen[®] manufactured at the US FDA compliant cGMP facilities**
- **Nominated for use in the US FDA 503B Category 1 list**
- **Compounded at the FDA registered 503B pharmacy (Wells Pharmacy Network)**
- **Partnering with IV clinics with hundreds of locations across US as well as mobile therapies available. Our partners include Cenegenics, Clean Market/NutriDrip, Drip Hydration, EXTEN IV, Kensho Wellbeing, The NAD MD, Next Health, The Remedy Room, Restore Hyper Wellness, and REVIV**

NAD+ Test Kit



- **Provides healthcare practitioners with a reliable method for measuring patient blood NAD+ levels**
- **Features cutting-edge dried blood spot (DBS) assay technology**
- **Ensures the stability of NAD+ samples during transport for precise and accurate results**
- **Provides patients with personalized and effective protocols by more accurately tracking NAD+ changes over time**

Popularity of NAD+ IV is increasing, fueled by the celebrity world's growing interest in it

Over the recent years, various mainstream celebrities have been seen doing NAD+ IV and claiming benefits of the procedure.

The NAD+ IV treatment is said to help with curing hangovers, recovering from viruses and combatting jet lag to boosting energy and achieving glowing skin and shiny hair, **BUT... there are drawbacks to NAD+ IV**

- NAD+ IV takes long time to administer (2-3 hours)
- Customers experience unpleasant side effects with NAD+ IV (e.g. headaches, stomach pain, diarrhea, and nausea)
- NAD+ IV is virtually untested in humans
- Typically, there is limited information about source and quality of material used in NAD+ IV



We estimate incumbent NAD+ IV retail market in North America is worth at least \$100MM⁽¹⁾. With popularity of IVs and injections on the rise, it has the potential for significant growth, but currently is straitened by drawbacks of NAD+ IV

Niagen[®]+ IV is a superior solution to NAD+ IV and has the potential to expand the NAD+ IV market

Competitive advantages of Niagen[®]+ IV vs. NAD+ IV:



75% decrease in time in chair



Virtually no side effects

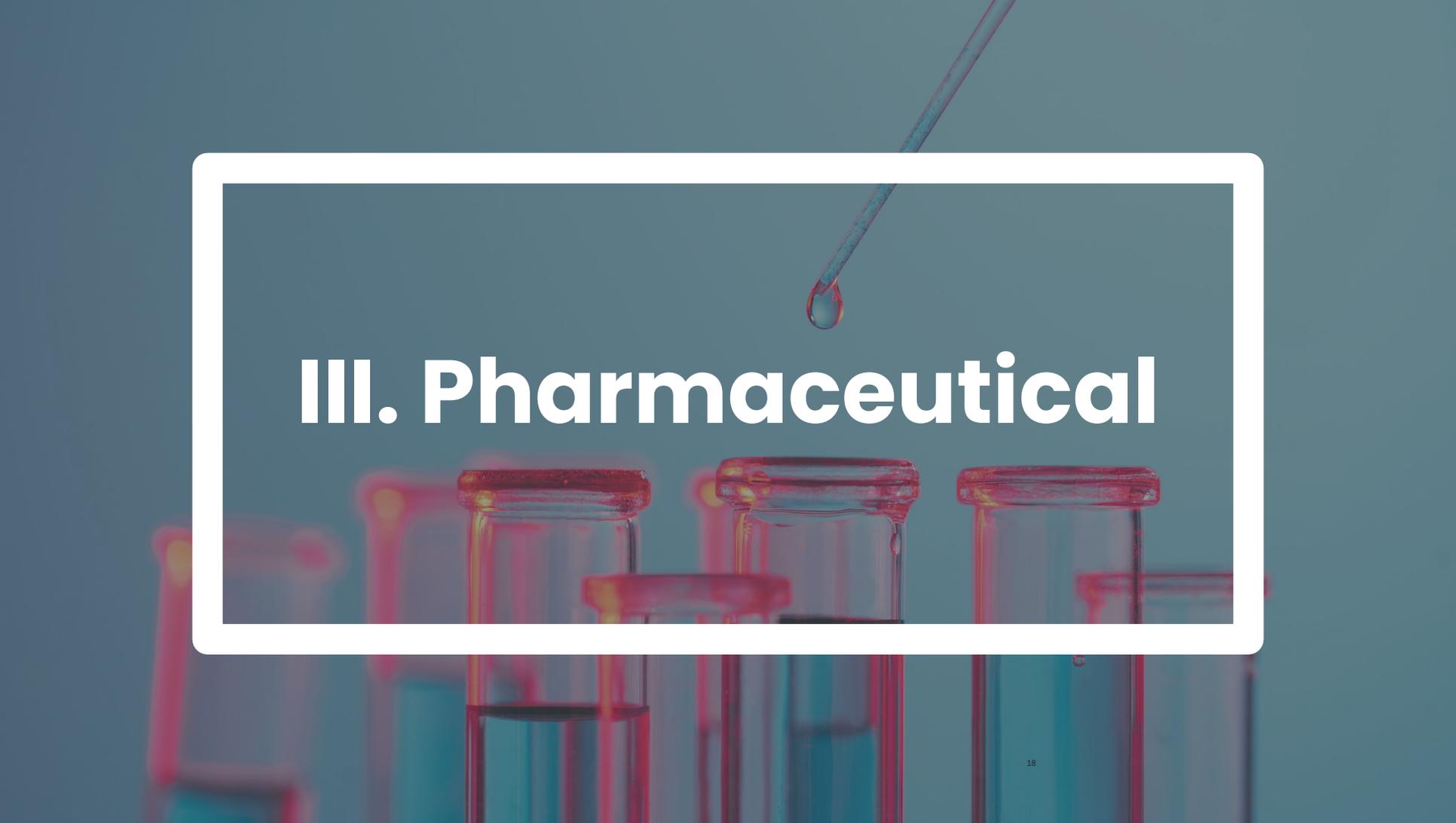


Blood NAD+ levels peaking sooner and higher three hours post-infusion⁽¹⁾



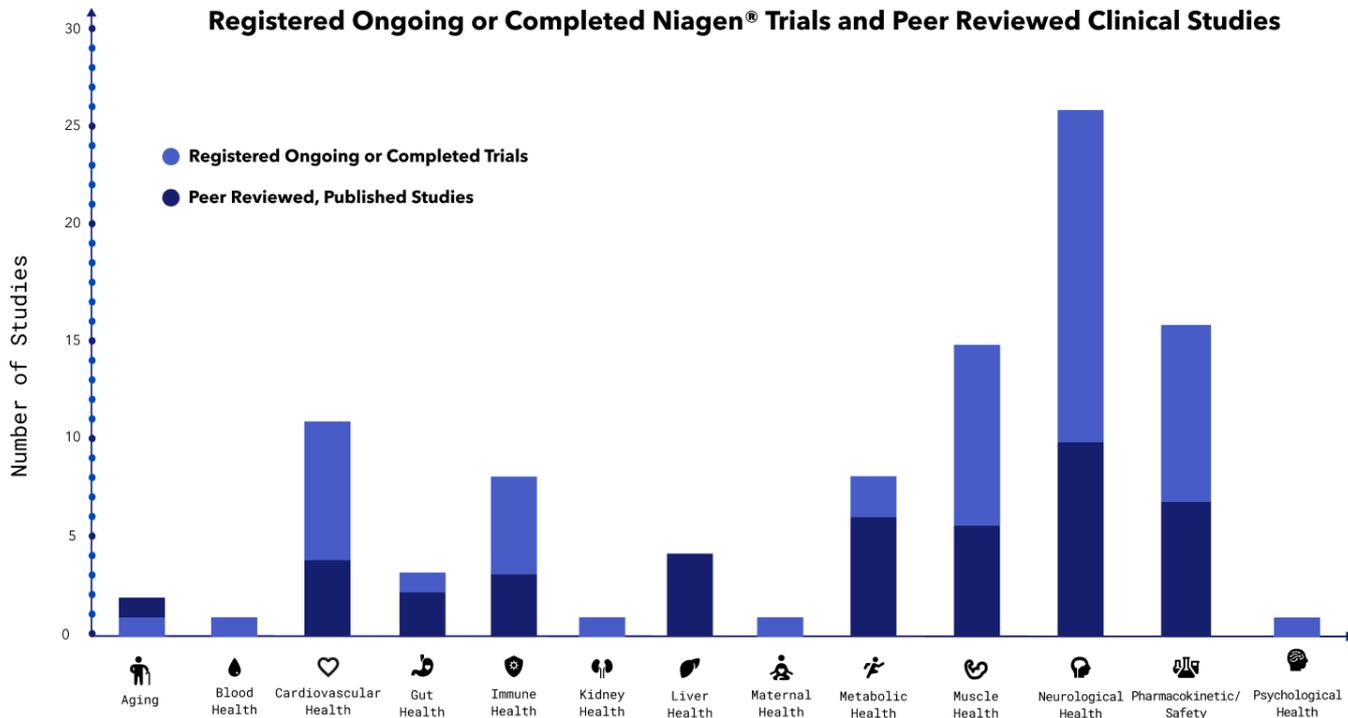
Pharma grade Niagen[®]

Niagen[®]+ IV not only is set up to replace NAD+ IV, but, also, has the potential to expand the market to new consumers, those, who have been hesitant to experience NAD+ IV due to its many drawbacks

A laboratory setting with several test tubes in the foreground, some containing blue liquid. A pipette is positioned above the tubes, with a single drop of blue liquid hanging from its tip. The background is a solid blue color.

III. Pharmaceutical

Clinical studies on Niagen® showed positive outcomes in multiple health areas



2 years
is the longest duration of supplementation
Presterud et al, 2023

140 participants
is the largest population studied in a clinical trial
Conze et al, 2019

3000 mg
is the highest dose with established safety
Berven et al, 2023

Broad pharmaceutical use potential

Disease Category	Condition / Disease	Rare Disease	Phase 1 / Early Human Studies	Phase 2	Phase 3	Completed Studies ⁽¹⁾
Neurodegenerative	Parkinson's Disease		3 completed	1 in progress	1 in progress	Brakedal et al., (2022) Gaare et al., (2023) Berven et al., (2023)
			1 in progress			
	Alzheimer's Disease		2 completed			Vreones et al., (2022) Yulug et al., (2023)
			2 in progress			
	Ataxia Telangiectasia	✓	2 completed	1 completed		Veenhuis et al., (2021) Steinbruecker et al., (2022) Presterud et al., (2023)
Mild Cognitive Impairment		1 completed	2 in progress		Orr et al., (2023)	
Heart	Neuropathy		1 in progress	2 in progress		
	Heart Failure		2 completed	3 in progress		Zhou et al., (2020) Wang et al., (2022)
	Hypertension		1 completed	2 in progress		Martens et al., (2018)
Liver	Peripheral Artery Disease			1 completed		McDermott et al., (2024)
		NAFLD		2 completed	1 completed	Dollerup et al., (2020) Li et al., (2021) Zeybel et al., (2021)
Immunity	Systemic Lupus Erythematosus		1 completed	1 in progress		Wu et al., (2022)
	Psoriasis		1 completed	1 in progress		Han et al., (2023)
	COVID-19			1 in progress	1 completed	Altay et al., (2021)
Mitochondrial	Long-COVID			2 in progress		
		Mitochondrial Myopathy		1 in progress	1 in progress	
Gut	Ulcerative Colitis		1 in progress			
Kidney	Chronic Kidney Disease			1 completed		Ahmadi et al., (2023)

FDA's Clinical Research Phase Guidelines⁽²⁾:

	Phase 1	Phase 2	Phase 3
<u>Study Participants</u>	20 to 100 healthy volunteers or people with the disease/condition	Up to several hundred people with disease conditions	300-3,000 participants that have disease/condition
<u>Length</u>	Several months	Several months to 2 years	1 to 4 years
<u>Purpose</u>	Safety and dosage	Efficacy and side effects	Efficacy and monitoring of adverse reactions



(1) For more details about the completed and ongoing studies visit our website at <https://investors.chromadex.com/science/default.aspx#studies>

(2) Studies were grouped into phases by ChromaDex internal team based on the clinical research phase guidelines issued by FDA

Chromadex and NR researchers are pioneering development of Parkinson's Disease treatment

Three⁽¹⁾ Phase I studies completed:

Phase I – Brakedal et al., 2022	1000mg Daily 1 month	<ul style="list-style-type: none">NR supplementation significantly increased cerebral NAD+ levels, altered brain metabolic pattern, and decreased levels of inflammatory cytokines in the cerebrospinal fluid of PD patientPatients experienced a mild but significant clinical improvement, and this correlated with the change in the brain's metabolic pattern
Phase I – Berven et al., 2023	3000mg Daily 1 month	<ul style="list-style-type: none">High-dose NR supplementation was safe and well-tolerated with no related adverse eventsNR significantly improved clinical symptoms of PD, suggesting augmenting NAD+ levels may have a symptomatic anti-Parkinson effect

Phase III study underway:

Conducted by a team of scientists led by **Prof. C.Tzoulis**, Haukeland University Hospital and University of Bergen in Norway:

- **400 participants** supplemented with NR for 12 months (1000mg daily dose)
- results expected to be released in 2025



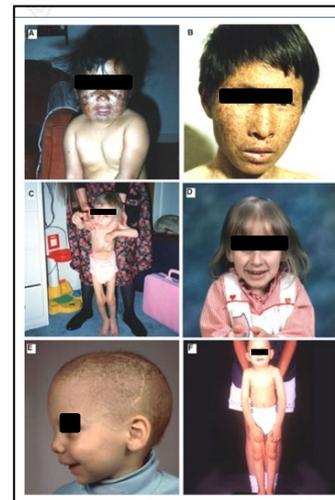
Patent granted in EU for the use of NR in the treatment of PD

- PD is a **neurodegenerative disorder** that mostly presents in later life with generalized slowing of movements (bradykinesia) and at least one other symptom of resting tremor or rigidity⁽²⁾
- it is estimated that PD **affects at least 1% of the population over the age of 60**⁽²⁾
 - in US, nearly **one million people** are living with PD, and **90,000 people** diagnosed every year⁽³⁾
 - PD medications alone cost an average of **\$2,500 a year**⁽³⁾

Certain rare diseases are routed in disrupted NAD+ metabolism, mitochondrial dysfunction and/or impaired DNA repair

- Rare diseases linked with DNA repair defects, premature aging, and severe neurodegeneration include **Ataxia Telangiectasia**, Werners syndrome, Cockayne syndrome, and Xeroderma Pigmentosum Group A
- In June 2024, Nicotinamide Riboside Chloride received exclusive **U.S. FDA Orphan Drug Designation (ODD)** and **Rare Pediatric Disease designation (RPD)** for the treatment of Ataxia Telangiectasia (AT)
- Plans are underway to file an **Investigational New Drug (IND)** application with the U.S. FDA in anticipation of conducting human clinical trials
- **Ataxia Telangiectasia** is a rare, progressive disease that typically presents in early childhood and is characterized by neurological and immunological symptoms. AT leads to cerebellar degeneration and many affected children become wheelchair-dependent. Currently, there is no cure or FDA-approved treatment to slow the progression of AT, with the average life expectancy being around 25 years for those diagnosed in childhood
- Ataxia Telangiectasia (AT) **impacts roughly 1 in 40,000 people in the US⁽¹⁾** and disease varies by many types
- Related to ODD, the FDA's Rare Pediatric Disease (RPD) designation, further incentivizes companies to invest in rare childhood diseases by providing a **voucher program**. Through this program, companies with RPD designation that ultimately obtain successful drug approval for a rare pediatric disease are provided a voucher, which can be used to **expedite the FDA review of another drug candidate or sold to other companies**

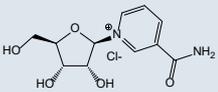
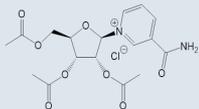
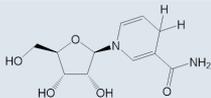
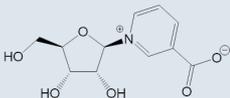
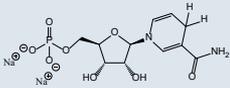
Ataxia Telangiectasia



Appendix



Growing portfolio of next generation NAD⁺ precursors⁽¹⁾

Precursors		Granted Patents	Key Patent	
NR	Nicotinamide Riboside		57	<ul style="list-style-type: none"> Manufacturing process (co-owned by ChromaDex / Queens University Belfast)
Next Generation NAD⁺ Precursors⁽²⁾:				
NRT	Nicotinamide Riboside Triacetate		31	<ul style="list-style-type: none"> Manufacturing process of NR Chloride and other new NR salt forms (co-owned by ChromaDex / Queens University Belfast) Crystal Morphology (co-owned by ChromaDex / Queens University Belfast)
NRH	Reduced Nicotinamide Riboside		36	<ul style="list-style-type: none"> Method of use as increasing NADH (owned by ChromaDex)
NAR	Nicotinic acid Riboside		36	<ul style="list-style-type: none"> Crystal Morphology (co-owned by ChromaDex / Queens University Belfast and another solely owned by ChromaDex)
NMNH	Reduced Nicotinamide Mononucleotide (disodium salt)		8	<ul style="list-style-type: none"> Composition of matter for metallic salt forms of NMNH (owned by ChromaDex / Queens University Belfast)

⁽¹⁾ Owned, co-owned and licensed patents.

⁽²⁾ There might be multiple precursors covered by a single patent.

Management Team



Rob Fried
Chief Executive Officer

E-commerce & entertainment industry executive

Savoy Pictures, Columbia Pictures, Fried Films, Feeln, WHN, Healthspan Research



James Lee
Interim Chief Financial Officer

Over 20 years of public company accounting experience at ChromaDex and Samsung Electronics



Andrew Shao
SVP, Global Regulatory & Scientific Affairs

Over two decades of global nutrition industry experience at Amway, Herbalife Nutrition, and the Council for Responsible Nutrition



Carlos Lopez
SVP, General Counsel

Experienced general counsel and executive legal leader in the retail industries at The Vitamin Shoppe and law firm practice

2024 Financial Outlook

<i>(in thousands)</i>	2022 Actual	2023 Actual	2024 Full Year Outlook	Key Drivers
Net Sales	\$72,050	\$83,570	Between 10%-15% growth YoY <i>(previously higher YoY growth compared to FY 2023 of 16%)</i>	<ul style="list-style-type: none"> • Low end includes steady recurring revenues from established partnerships and channels, along with new market launches. • High end Includes opportunities from existing sales channels as well as new markets.
Gross Margin % <i>(as a % of net sales)</i>	59.4%	60.8%	Slight improvement YoY <i>(unchanged from last quarter's outlook)</i>	<ul style="list-style-type: none"> • Continued supply chain optimization and cost savings initiatives.
Selling, Marketing & Advertising <i>(as a % of net sales)</i>	39.3%	31.6%	Up in absolute dollars and stable as a % of net sales YoY <i>(unchanged from last quarter's outlook)</i>	<ul style="list-style-type: none"> • Focused and optimized investments to drive Tru Niagen® brand awareness, and support new market launches, while maintaining efficiency.
Research & Development	\$4,826	\$4,958	Up in absolute dollars YoY <i>(unchanged from last quarter's outlook)</i>	<ul style="list-style-type: none"> • Increased investment in new innovations, along with new NAD precursor development.
General & Administrative	\$36,379	\$24,983	Down \$1.5 million in absolute dollars YoY <i>(previously up \$1.5 to \$2.5 million in absolute dollars YoY)</i>	<ul style="list-style-type: none"> • Continued cost management and adjustment in the timing of certain infrastructure investments and legal expenses to support initiatives.

Continued revenue growth in 2024, with focused investments to support brand building initiatives and new market launches, along with R&D investments to drive future innovation and growth. Disciplined focus on top- and bottom-line.

2022 – 2024 YTD Net Sales Summary

(\$ in millions)

Description	2022					2023					2024	
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2
E-Commerce	10.9	12.0	11.3	11.1	45.3	12.2	13.0	12.7	13.3	51.2	12.9	13.0
Watsons	2.6	1.5	2.6	3.3	10.0	3.7	3.0	3.1	3.0	12.8	3.0	3.7
Other B2B	1.4	1.0	0.7	1.7	4.8	1.7	0.9	1.6	1.3	5.5	1.5	1.9
Total TRU NIAGEN	14.9	14.5	14.6	16.1	60.1	17.6	16.9	17.4	17.6	69.5	17.4	18.6
NIAGEN Ingredient	1.1	1.5	1.8	3.9	8.3	3.9	2.5	1.4	2.7	10.5	4.1	3.1
NIAGEN Related Revenues	16.0	16.0	16.4	20.0	68.4	21.5	19.4	18.8	20.3	80.0	21.5	21.7
Other Ingredients	0.3	0.0	0.0	0.1	0.4	0.2	0.2	0.0	0.2	0.6	0.0	0.2
Analytical Reference Standards & Services	0.9	0.7	0.7	0.9	3.2	0.8	0.7	0.7	0.7	2.9	0.7	0.8
Total Net Sales	17.2	16.7	17.1	21.0	72.0	22.5	20.3	19.5	21.2	83.5	22.2	22.7

TRU NIAGEN as % of Total Net Sales	87 %	87 %	85 %	77 %	83 %	78 %	83 %	89 %	83 %	83 %	78 %	82 %
NIAGEN Related Revenues as % of Total Net Sales	93 %	95 %	96 %	95 %	95 %	95 %	95 %	97 %	96 %	96 %	97 %	96 %

YOY Growth Rate - Net Sales

Total Company	18 %	(5)%	(1) %	18 %	7 %	31 %	21 %	14 %	1 %	16 %	(2)%	12 %
NIAGEN Related	18 %	(4)%	(1) %	20 %	8 %	34 %	21 %	15 %	2 %	17 %	— %	12 %
Total TRU NIAGEN	20 %	(6)%	(1) %	14 %	6 %	18 %	16 %	19 %	9 %	16 %	(2)%	10 %

Adjusted EBITDA Summary

ChromaDex Corporation and Subsidiaries

Reconciliation of Non-GAAP Financial Measures

(In thousands)

	Three months ended									
	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024
Net loss, as reported	\$ (7,740)	\$ (6,397)	\$ (985)	\$ (1,418)	\$ (1,902)	\$ (2,191)	\$ (959)	\$ 114	\$ (492)	\$ (15)
<i>Adjustments</i>										
Interest (income) expense	8	10	5	(26)	(66)	(125)	(188)	(282)	(239)	(241)
Depreciation	201	212	235	221	228	232	233	177	178	170
Amortization of intangibles	49	50	44	43	41	39	39	39	38	37
Amortization of right of use assets	299	169	170	191	171	173	176	157	174	163
Share-based compensation	1,888	1,296	1,229	1,326	1,273	1,324	1,117	1,037	984	1,185
Severance and restructuring	821	17	181	13	186	766	86	5	27	276
Other income - Employee Retention Tax Credit	—	—	(2,085)	—	—	—	—	—	—	—
Adjusted EBITDA	\$ (4,474)	\$ (4,643)	\$ (1,206)	\$ 350	\$ (69)	\$ 218	\$ 504	\$ 1,247	\$ 670	\$ 1,575

In Q2 2024 Adjusted EBITDA improved to \$1.6 million from \$0.2 million in the prior year quarter, driven by improvements in net loss, partially offset by lower share-based compensation and severance expense as well as higher interest income.

Strategic Investors

Common Stock Outstanding : 75.9MM shares

Key Stockholders:

Li, Ka Shing (Champion River Ventures) 11.4MM shares, **15.0%**

Chau, Solina (Pioneer Step Holdings) 7.9MM shares, **10.4%**

Nestlé S.A. 3.8MM shares, **5.0%**

Other Long-Term Strategic Holders 4.3MM shares, **5.7%**

More than 35% of the Company's stock are owned by strategic long-term investors and partners



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