

# INCOME DISCLOSURE STATEMENT†



Immunotec is dedicated to meeting all legal requirements and to following our industry's best business practices. This **Income Disclosure Statement ("IDS")** exists and serves to protect the legal standing of the Company and to encourage our Independent Consultants to only make substantiated financial claims.

The Immunotec **IDS** is designed to convey truthful, timely, and comprehensive information regarding the income that an **Immunotec Independent Consultant** might potentially earn.

## AVERAGE COMMISSION EARNINGS PAID TO INDEPENDENT CONSULTANTS BY PAID AS RANK FOR THE PERIOD OF JANUARY 1, 2023 TO DECEMBER 31, 2023

|                                     | Monthly<br>Average | Yearly<br>Average<br>Earned | Annual Avg of<br>Consultants<br>Qualified |
|-------------------------------------|--------------------|-----------------------------|-------------------------------------------|
| <b>Entrepreneur Consultant</b>      | \$0                | \$0                         | 73.9%                                     |
| <b>Associate Consultant</b>         | \$8                | \$18                        | 3.6%                                      |
| <b>Venture Consultant</b>           | \$56               | \$226                       | 19.2%                                     |
| <b>Silver Consultant</b>            | \$363              | \$1,406                     | 2.3%                                      |
| <b>Gold Consultant</b>              | \$1,553            | \$7,598                     | less than 1%                              |
| <b>Diamond Consultant</b>           | \$5,601            | \$39,541                    | less than 1%                              |
| <b>Executive Diamond Consultant</b> | \$12,142           | \$79,634                    | less than 1%                              |
| <b>Platinum Consultant</b>          | \$27,075           | \$133,635                   | less than 1%                              |
| <b>Senior Platinum Consultant</b>   | \$59,119           | \$ 709,426                  | less than 1%                              |

The **average commission earnings** of any Immunotec Independent Consultant represented in this chart are not necessarily representative of what any Immunotec Independent Consultant can or will earn through participation in the **Immunotec Compensation Plan**. Immunotec pays no compensation for enrolling new Consultants. All commissions are earned from product sales. These figures should not be considered as a guarantee of earnings.

Paid As rank is determined monthly according to each rank's monthly qualifying requirements during the period of **January 1, 2023 to December 31, 2023\*** At the end of the Incentive Trip qualification period in **July 2023**, out of 30,081 active Independent Consultants, 277 Immunotec Independent Consultants earned the 2023 Immunotec Incentive Trip.\*\*

† All amounts are in USD, and the figures above represent those of active US Consultants.

\* Rank qualifying requirements are stated in Immunotec Compensation Plan

\*\*Immunotec Incentive Trips are earned based on the sale of products across all of Immunotec's markets  
Trip qualification requirement details are available in the Immunotec Business Center.