

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, 2019 TO DECEMBER 31, 2019

	Monthly Average	Yearly Average Earned	Annual Avg of Consultants Qualified
Entrepreneur Consultant	\$0	\$2	64.0%
Associate Consultant	\$11	\$24	4.5%
Venture Consultant	\$185	\$632	24.4%
Silver Consultant	\$506	\$1,348	5.6%
Gold Consultant	\$1,554	\$5,535	1.1%
Diamond Consultant	\$6,298	\$32,563	less than 1%
Executive Diamond Consultant	\$17,960	\$81,313	less than 1%
Platinum Consultant	\$23,161	\$136,892	less than 1%
Senior Platinum Consultant	\$55,439	\$400,298	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, 2019 to December 31, 2019***

At the end of the Incentive Trip qualification period in **July 2019**, 1,414 Immunotec Independent Consultants earned the 2019 Immunotec Incentive Trip out of 88,757 active Independent Consultants.**

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

* Rank qualifying requirements are stated in Immunotec Compensation Plan

** The Immunotec Incentive Trip is earned based on the sale of products across all of Immunotec's markets.

Trip qualification requirement details are available in the Immunotec Business Center.

