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PHOENIX • NEW YORK

LYTHAM PARTNERS
INVESTOR RELATIONS

INVO Bioscience, Inc. (OTCQB: IVOB)

Healthcare / Medical Devices

February 2019

Company Statistics (as of 2/04/19)

Stock Price:	$0.45
52 Week Range:	$0.08 - $0.77
Market Capitalization:	$69.052M
Avg. Daily Vol. (3m):	37,649
Shares Outstanding:	153.45M

Financial Summary

REV	2016A	2017A	2018A
Q1	$18,107	$52,240	$104,140
Q2	$5,446	$80,330	$110,210
Q3	$17,831	$68,220	$125,035
Q4	$9,517	$81,335	
FYE Dec.	$50,901	$282,145	

EPS	2016A	2017A	2018A
Q1	$(0.00)	$(0.00)	$(0.00)
Q2	$(0.01)	$(0.00)	$(0.01)
Q3	$(0.00)	$(0.00)	$(0.00)
Q4	$(0.00)	$(0.00)	
FYE Dec.	$(0.02)	$(0.00)	

Key Events

FEB. 4, 2019 - INVO Bioscience Appoints Michael J. Campbell as COO & VP of Business Development

JAN. 14, 2019 - INVO Bioscience Closes Exclusive U.S. Licensing Agreement with Ferring Pharmaceuticals to Commercialize the Novel INVOcell™ System for Use in the Treatment of Infertility

NOV. 27, 2018 - Fertility Partnership of St. Louis Expands Reproductive Services with the Introduction of INVOcell

NOV. 16, 2018 - The Fertility Wellness Institute Becomes First Center in State of Ohio to Offer Revolutionary INVOcell Solution

NOV. 8, 2018 - Indianapolis 'Top Docs' James Donahue, MD & Leo Bonaventura, MD, Welcome First Twin INVOcell Babies in the State of Indiana

NOV. 6, 2018 - The Fertility Center of San Antonio Expands Reproductive Services with the Addition of INVOcell

OCT. 31, 2018 - INVOcell Enables Same-Sex Couple to Both Physically Participate in the Pregnancy and Birth of their Child

Revolutionary New INVOcell Technology Aims to Disrupt Traditional IVF Market

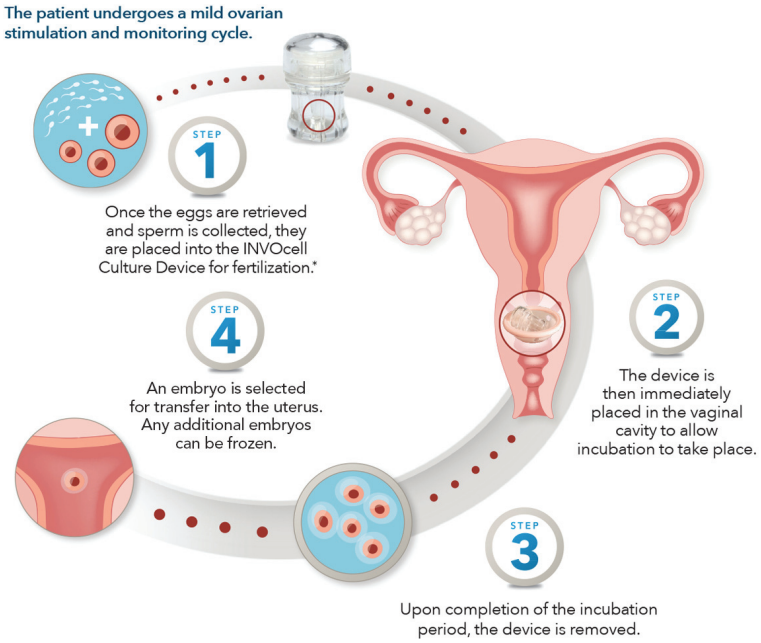
INVO Bioscience has developed the FDA-approved INVOcell™ System and INVO procedure, a disruptive new fertility treatment that replaces expensive incubators (i.e., the traditional IVF process) that normally hold the eggs and sperm of a patient. The INVOcell is a small, wine cork sized clear polystyrene capsule, that holds the egg and sperm which are then placed inside the women's vagina where the body acts as the natural incubator.

The INVOcell device is kept inside the vaginal cavity through the incubation period, where the woman's body provides the proper temperature, pH balance, and CO2 levels necessary for fertilization and embryo growth. Instead of utilizing an incubator to mimic the women's body characteristics, the women's body remains the perfect incubator. Following the incubation period, the device is removed by a physician, and a fertilized egg is placed in the uterus of the women in the exact same way that a fertilized egg would be utilized in the IVF process. (see page 2 for details)

Key Highlights

- Entered exclusive U.S. licensing agreement with Ferring in November 2018 which included an upfront payment of $5 million, plus a $3 million milestone payment. The Company will also receive supply revenue on each device sold to Ferring.
- Company experienced strong initial pickup prior to Ferring agreement, posting 68% revenue growth YTD in 2018, with revenues increasing sequentially every quarter during the last 4 quarters.
- Key advantages of device and procedure, includes decreased cost with equivalent safety and efficacy, and reduced overhead, should increase the overall addressable market for fertility services, which remains incredibly underserved at the moment.
- Company retained U.S. rights to open INVO Centers, a possible growth driver into the future.
- Future commercialization rights available outside the U.S.

How Does INVOcell Work?



**Doctors may recommend ICSI, a procedure which fertilizes the egg prior to placement in the device. Patients should consult their physicians to determine which treatment option is right for them at every stage of their fertility journey.*

Partnership with Ferring Pharmaceuticals

INVO Bioscience partners with Ferring Pharmaceuticals, the #1 women's drug fertility company in the world, to commercialize the process in the United States

In January 2019, INVO and Ferring Pharmaceuticals closed on an exclusive U.S. commercialization agreement for INVOcell. Under the terms of the license and supply agreement, INVO Bioscience received an upfront cash payment of $5.0 million, is eligible to receive an additional $3 million milestone payment based upon performing a clinical study for label enhancement. The Company will receive payments for the supply of each INVOcell and INVO retention device at $250 per device. Additionally, Ferring is obligated, subject to certain conditions, to achieve defined minimum revenue targets over the next seven (7) years. INVO Bioscience also retains certain limited rights to establish INVO clinics that exclusively commercialize INVO cycles and will retain commercialization rights outside the U.S.

About Ferring Pharmaceuticals

Founded in 1950, Ferring Pharmaceuticals is a research-driven biopharmaceutical company devoted to identifying, developing and marketing innovative products in the fields of reproductive health, women's health, urology, gastroenterology, endocrinology and orthopedics.

Private Swiss-based company, has grown steadily to USD $2.4 billion in annual revenue on the strength of double-digit sales increases year after year.

- The largest contribution for group revenue comes from the fertility drugs segment at 44 percent
- Mid-sized global player in the Top 50, with a growing presence in the US and Asia.
- Employs over 6,000 people across 56 countries and markets its products in 110 countries.

In 2018, Ferring announced plans regarding the launch of a new External Innovation Sourcing Group as it looks to add new partners in key therapeutic areas.

"As a leader in reproductive medicine, Ferring understands that women seeking to start or expand a family want options that suit their individual circumstances," said Paul Navarre, CEO, Ferring Pharmaceuticals (US). "With this agreement, Ferring aims to make INVOcell, a novel technology used in the treatment of infertility, widely available as an option for women and their healthcare providers."

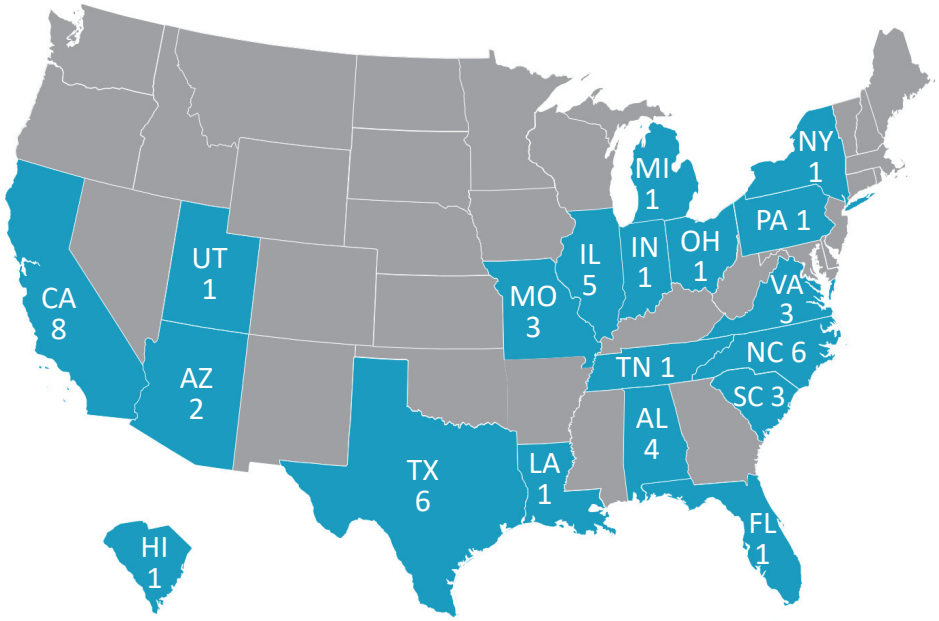
Strong Initial Adoption

INVO Bioscience has had strong initial adoption on limited marketing spend, which will now be bolstered by Ferring's extensive resources and expertise in fertility

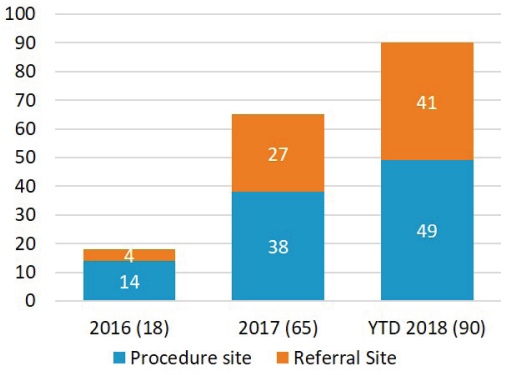
Upon FDA approval of the INVOcell device in November 2015, INVO Bioscience had launched the product with a company-wide organization of 2 employees. The Company worked to develop key opinion leaders within the field, including renowned fertility doctors Drs. Kevin and Kathy Doody of the Center for Assisted Reproduction in Dallas, Texas. Dr. Kevin Doody has since become a member of the INVO Bioscience board of directors, and acts as the company's Medical Director. With minimal resources, the Company has grown revenues every quarter by double digits (see revenue chart below).

Leveraging the large sales resources of Ferring Pharmaceuticals, the Company believes that adoption will accelerate rapidly into the future.

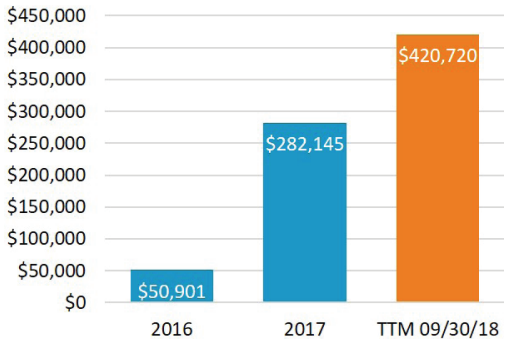
PRE-FERRING THERE ARE CURENTLY 90 U.S. CENTERS (WITH 49 INVO SITES) OFFERING THE INVO PROCEDURE



CLINICS OFFERING INVO PROCEDURE (PRE-FERRING)



INVO BIOSCIENCE REVENUE



Strong Media Exposure

INVOcell will likely continue to benefit from the uniqueness of its product and capabilities as evidenced by multiple media mentions over the last 12 months

The Company has benefitted from a number of viral stories, including a story that ran at the end of October 2018 on numerous morning shows, including Good Morning America and CBS This Morning, many local news programs, as well as publications such as USA Today, Newsweek, and People, about how two women were able to carry one baby. The process was performed by Dr. Kathy Doody.

As has been mentioned before, much of this media pickup has been done via word of mouth pick up. The company has had little to no marketing capabilities due to limited resources. This should accelerate due to Ferring's marketing and sales capabilities going forward.

October 2018 media exposure

Coverage in all Mediums

- Online News
- Print News
- Social Media (Twitter, Facebook, blogs, etc.)
- Broadcast (TV, Radio)
- Press Release/Wire Syndication

Approximately 1,180 Mentions

Estimated Audience: 930,846,979

Key Market Pick-Ups

- USA Today
- Newsweek
- Good Morning America
- CBS This Morning
- ABC News
- CBS News
- Fox News
- MSN
- People Magazine

Key Advantages of Device and Procedure

Key advantages of device and procedure, including decreased cost with equivalent efficacy, and absence of expensive overhead, should increase the overall addressable market for fertility services, which remains incredibly underserved at the moment.

The simplicity of the INVOcell device and procedure provides for a number of advantages versus traditional IVF, or even Intrauterine Insemination (IUI), commonly referred to as the "turkey baster approach." Key advantages include:

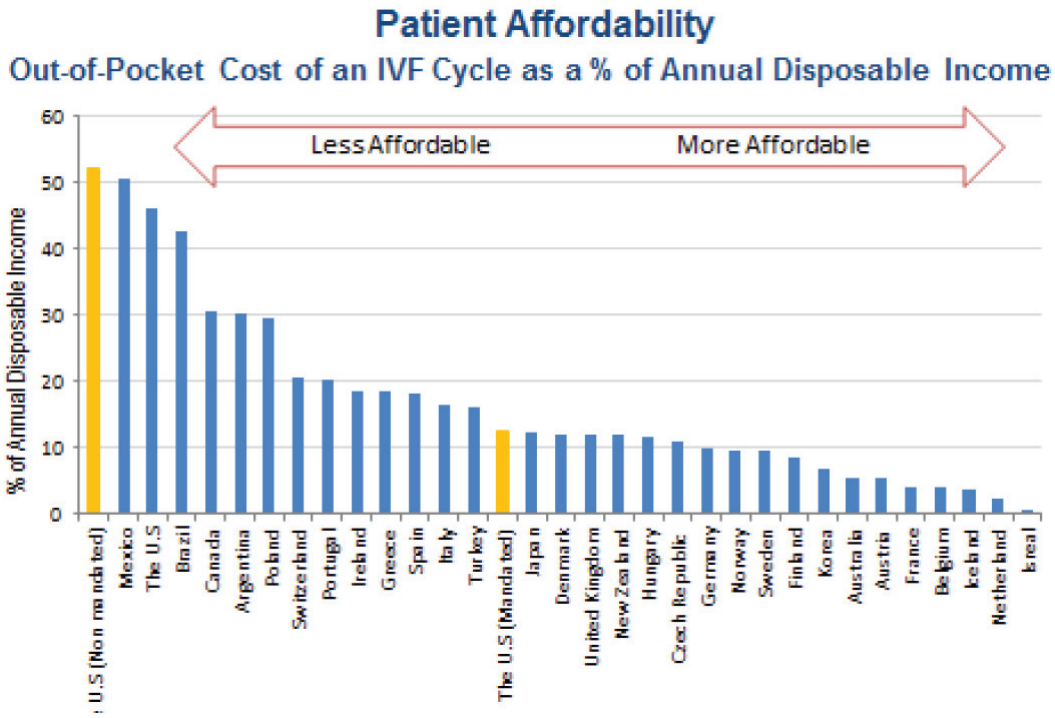
VALUE (LOWER COSTS WITH EQUIVALENT EFFICACY)

VALUE (LOWER COSTS WITH EQUIVALENT SAFETY AND EFFICACY): The INVOcell procedure typically costs between $6,000 and $8,000 per cycle, with about a 40-65% pregnancy rate, compared to approximately $15,000 for traditional IVF which has about a 41% pregnancy rate. IUI, which typically costs about $2,000 per cycle has pregnancy rates of just 10-12%.

IVF	IUI	INVOcell
$15,000 per cycle	$2,000 per cycle	$6,000 -$8,000 per cycle
~41% pregnancy rate	~10-12% pregnancy rate	~40-65% pregnancy rate

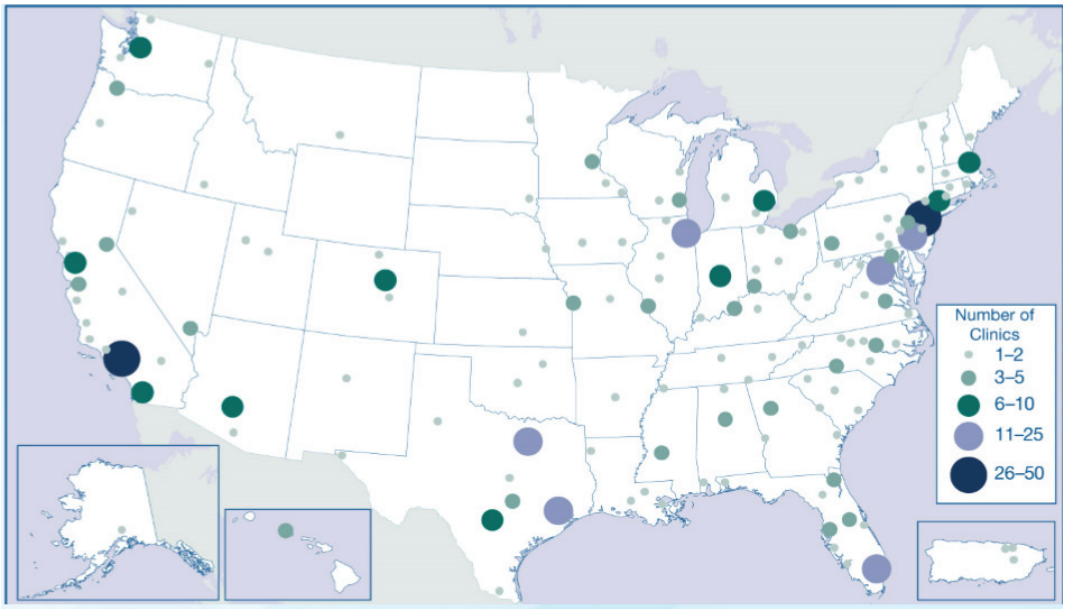
OPENS UP A LARGER ADDRESSABLE MARKET

OPENS UP A LARGER ADDRESSABLE MARKET: Since cost is the number one barrier to treatment in the U.S., the decreased cost of INVOcell with equivalent efficacy opens up a market to participants that otherwise would have gone untreated. An analysis indicates that a 50% reduction in the price of IVF services would translate into a 160% increase in utilization of such services.



ACCESS TO TREATMENT

ACCESS TO TREATMENT: Another key barrier to treatment is accessibility. Due to the high infrastructure costs, there simply are not IVF centers within a certain travel distance for significant portions of the population. Due to key cost savings areas, including the elimination of costly incubators, filtration, staff, and other costs typically associated with IVF, the opening of centers that provide the INVO solution becomes a more profitable venture in certain less populated regions of the country. Again, the access should allow for increases in the addressable market opportunity for INVOcell.



Number of ART clinics in the United States in 2013 497
Number of ART clinics that submitted data in 2013 467

PARTICIPATION BY THE PARENTS

PARTICIPATION BY THE PARENTS: Since the device, and therefore the eggs and sperm, are with the patient at all times, and not in an incubator, patients feel more involved in the process. This connection to the process also benefits by eliminating the risk of wrong embryo transfer.

RELIGIOUS OR CULTURAL BELIEFS

RELIGIOUS OR CULTURAL BELIEFS: As certain religions have expressed concern over IVF treatment, the INVOcell provides an alternative to those with certain religious or cultural reasons.

Underserved Addressable Market

Underserved addressable market opportunity that could be met due to unique attributes of INVOcell

According to the Centers for Disease Control (2015 National Survey of Family Growth, CDC), there are 6.9 million women in the US who have difficulty conceiving.1 Approximately 170,000 IVF and 250-300,000 Intrauterine Insemination (IUI) procedures are being performed each year in the US (avg. IVF cycle is $15,000, avg. IUI is $2,000). Overall approximately $3 billion spent annually in the U.S. on IVF and IUI cycles. However, due to cost and geographic availability of treatment, the two biggest hindrances to treatment, 5.6 million infertile couples go untreated of which 1.4 million women may benefit from advanced fertility treatment. However, only approximately 130,000 people begin such treatment.1 The INVOcell has the ability to not only capture a percent of the existing addressable market but becomes the first new treatment option within the space that can significantly increase the addressable market opportunity for fertility care.

On a worldwide basis, there are 150 million infertile couples (ESHRE Annual Meeting 2015). Approximately 1.5 million IVF cycles are performed annually corresponding to approximately 1% of the infertile couples worldwide. Including IUI (another 1% worldwide), this represents an approximate $6.6 billion worldwide market. With nearly 98% of the infertile couples going untreated resulting in an estimated un-met market opportunity of hundreds of billions of dollars.

Go Forward Objectives

With U.S. commercialization in the capable hands of Ferring, INVO Bioscience is turning its attention to opening of company-owned or partnered INVO Clinics in the U.S., and the further commercialization of the INVOcell outside the U.S.

As a component of the agreement with Ferring, INVO Bioscience retained certain limited rights to establish INVO clinics that exclusively commercialize INVO cycles and will retain commercialization rights outside the U.S. The Company is in the process of partnering with physicians in key parts of the country where the advantages of the INVOcell device and procedure, including minimal startup and overhead costs (due to lack of equipment), and absence of nearby IVF facilities allows for an addressable market that may otherwise be unserved.

In addition to opening INVO centers in the U.S., the Company is focused on the further commercialization of the INVOcell throughout the rest of the world. Over the years, they have had approvals and limited distribution agreements in countries such as India, Canada, Brazil and Columbia. Many of these past agreements expired due to lack of resources placed behind them by INVO Bioscience. Moving forward, the Company believes there are opportunities to monetize INVOcell throughout the rest of the world in a similar construct to that of the Ferring agreement.

To head up these efforts, in February 2019, the Company announced the appointment of Michael Campbell as its COO and Vice President of Business Development. Campbell was most recently the Vice President of IVF Americas Business Unit for Cooper Surgical, Inc. (CSI), a wholly owned subsidiary of The Cooper Companies (NYSE: COO). Mr. Campbell has substantial medical device sales, marketing and business development leadership experience within Global Fortune 500 and Start-up Company environments. During his over 12-year career at Cooper Surgical, Campbell has been responsible for IVF product portfolio sales globally including the US, Canada, Latin America, Europe, Middle East, Africa, and Asia Pacific regions.

Label Expansion Milestone

$3 million milestone payment available to INVO Bioscience upon label expansion for a 5-day incubation period

When the INVOcell device and procedure was approved by the FDA, it was done so with a 3-day incubation period of the device inside the female. Most IVF incubation is done at 5-days, which is seen as a more ideal time for embryo development to occur. There are examples in the press where most doctors have taken the liberty to expand the incubation period to 5-days in an off label approach, however the materials marketing the product and communication needs to be done on the FDA approval of 3-days.

As a component of the agreement with Ferring, INVO Bioscience is tasked with performing a clinical trial and subsequent FDA submission for a label amendment increasing the incubation period to 5 days. Upon the successful completion of the trial, and approval by the FDA, Ferring will pay INVO Bioscience an additional $3 million. Given Ferring's up front commitment, and rapid rollout of the marketing plan, it appears that they don't believe the difference of a 3-day vs 5-day will have a near term impact.

INVO Bioscience, Inc.
Income Statement

	FY2016				FY2017				FY2018						
	Q1 Mar	Q2 June	Q3 Sep	Q4 Dec	Q1 Mar	Q2 June	Q3 Sep	Q4 Dec	Q1 Mar	Q2 June	Q3 Sep	FY14 Dec	FY15 Dec	FY16 Dec	FY17 Dec
	Actual	*Actual*	*Actual*	*Derived*	*Actual*	*Actual*	*Actual*	*Derived*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*
Revenue:															
Product Revenue	$ 18,107	$ 5,446	$ 17,831	$ 9,517	$ 52,240	$ 80,330	$ 68,220	$ 81,355	$ 104,140	$ 110,210	$ 125,035	$ 16,588	$ 11,689	$ 50,901	$ 282,145
Cost of sales	3,165	2,382	6,454	3,093	13,845	14,194	12,827	11,088	14,424	16,710	15,369	7,682	7,810	15,094	51,954
Gross margin	14,942	3,064	11,377	6,424	38,395	66,136	55,393	70,267	89,716	93,500	109,666	8,906	3,879	35,807	230,191
Selling, general and administrative expenses	195,606	1,455,147	218,749	276,719	205,096	198,549	199,691	267,276	229,999	1,883,946	299,548	1,689,482	598,953	2,146,221	870,612
Total Operating Expenses	195,606	1,455,147	218,749	276,719	205,096	198,549	199,691	267,276	229,999	1,883,946	299,548	1,689,482	598,953	2,146,221	870,612
Loss from Operations	(180,664)	(1,452,083)	(207,372)	(270,295)	(166,701)	(132,413)	(144,298)	(197,009)	(140,283)	(1,790,446)	(189,882)	(1,680,576)	(595,074)	(2,110,414)	(640,421)
Loss on settlement of debt	-	-	-	-	40,869	-	-	-	-	-	-	-	4,332,155	-	40,869
Interest expense	648	3,626	3,450	6,114	7,303	4,561	4,550	4,459	4,440	74,682	104,978	51,896	32,018	13,838	20,873
Total other (income) expenses	648	3,626	3,450	6,114	48,172	4,561	4,550	4,459	4,440	74,682	104,978	51,896	4,364,173	13,838	61,742
Income (Loss) before income taxes	(181,312)	(1,455,709)	(210,822)	(276,409)	(214,873)	(136,974)	(148,848)	(201,468)	(144,723)	(1,865,128)	(294,860)	(1,732,472)	(4,959,247)	(2,124,252)	(702,163)
Provision for income taxes	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Loss	$ (181,312)	$ (1,455,709)	$ (210,822)	$ (276,409)	$ (214,873)	$ (136,974)	$ (148,848)	$ (201,468)	$ (144,723)	$ (1,865,128)	$ (294,860)	$ (1,732,472)	$ (4,959,247)	$ (2,124,252)	$ (702,163)
Basic net loss per weighted average shares of common stock	$ (0.00)	$ (0.01)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.01)	$ (0.00)	$ (0.02)	$ (0.04)	$ (0.02)	$ -
Diluted net loss per weighted average shares of common stock	$ (0.00)	$ (0.01)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.00)	$ (0.01)	$ (0.00)	$ (0.02)	$ (0.04)	$ (0.02)	$ -
Basic weighted average number of shares of common stock	140,745,813	138,436,073	140,596,757	140,596,757	140,745,813	147,316,458	141,375,304	141,375,304	143,340,969	147,316,458	147,454,700	112,672,160	128,567,615	139,196,557	141,305,050
Diluted weighted average number of shares of common stock	140,745,813	138,436,073	140,596,757	140,596,757	140,745,813	147,316,458	141,375,304	141,375,304	143,340,969	147,316,458	147,454,700	112,672,160	128,567,615	139,196,557	141,305,050

INVO Bioscience, Inc.
Balance Sheet

	FY2016				FY2017				FY2018			FY15	FY16	FY17
	Q1 Mar	Q2 June	Q3 Sep	Q4 Dec	Q1 Mar	Q2 June	Q3 Sep	Q4 Dec	Q1 Mar	Q2 June	Q3 Sep	Dec	Dec	Dec
	Actual	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*	*Actual*
ASSETS														
Current assets														
Cash	$ 423,327	$ 323,614	$ 258,599	$ 152,404	$ 39,649	$ 18,075	$ 35,256	$ 25,759	$ 35,406	$ 720,256	$ 547,966	$ 492,004	$ 152,404	$ 25,759
Accounts receivable net	18,107	18,245	9,692	2,794	32,300	42,984	60,182	86,697	110,857	139,393	187,141	1,346	2,794	86,697
Inventory	62,961	87,757	85,465	85,210	79,494	70,191	63,439	58,879	54,940	59,401	44,602	65,420	85,210	58,879
Deposits	-	-	-	-	-	-	-	-	-	-	6,000	-	-	-
Prepaid expense	25,275	6,250	8,625	10,980	8,217	15,697	8,145	63,050	75,573	194,431	105,917	-	10,980	63,050
Total current assets	529,670	435,866	362,381	251,388	159,660	146,947	167,022	234,385	276,776	1,113,481	891,626	558,770	251,388	234,385
Property and equipment, net	-	-	8,000	15,700	15,700	15,700	15,700	15,700	15,700	15,700	15,439	-	15,700	15,700
Other Assets:														
Capitalized patents, net	19,607	19,138	19,138	19,138	19,138	19,138	17,710	16,328	15,194	14,060	12,926	21,016	19,138	16,328
Total other assets	19,607	19,138	19,138	19,138	19,138	19,138	17,710	16,328	15,194	14,060	12,926	21,016	19,138	16,328
Total assets	$ 549,277	$ 455,004	$ 389,519	$ 286,226	$ 194,498	$ 181,785	$ 200,432	$ 266,413	$ 307,670	$ 1,143,241	$ 919,991	$ 579,786	$ 286,226	$ 266,413
LIABILITIES AND STOCKHOLDERS' DEFICIENCY														
Current liabilities														
Accounts payable and accrued liabilities, including related parties	$ 1,047,313	$ 1,016,140	$ 900,755	$ 974,872	$ 893,635	$ 872,597	$ 869,676	$ 960,725	$ 835,841	$ 793,594	$ 795,878	$ 1,025,510	$ 974,872	$ 960,725
Accrued compensation	3,219,390	3,348,390	3,477,390	3,576,390	3,673,590	3,770,790	3,867,990	3,955,190	4,037,390	4,112,090	4,156,790	3,090,390	3,576,390	3,955,190
Note payable - related party	210,888	210,888	210,888	210,888	210,888	210,888	210,888	210,888	210,888	182,888	127,743	210,888	210,888	210,888
Note payable	-	-	-	-	-	-	-	-	-	-	131,722	-	-	-
Convertible notes, net of discount	10,000	10,000	10,000	10,000	-	-	-	-	-	-	130,599	10,000	10,000	-
Convertible notes, related party - net of disount	-	-	-	-	-	-	-	-	-	-	5,618	-	-	-
Total current liabilities	4,487,591	4,585,418	4,599,033	4,772,150	4,778,113	4,854,275	4,948,554	5,126,803	5,084,119	5,088,572	5,348,350	4,336,788	4,772,150	5,126,803
Convertible notes, net of discount	-	-	-		-	-	-	-	-	54,297	-			
Convertible notes - related parties, net of discount	-	-	-		-	-	-	-	-	2,149	-			
Note payable - long term	-	-	131,722	131,722	131,722	131,722	131,722	131,722	131,722	131,722	-	-	131,722	131,722
Total liabilities	4,487,591	4,585,418	4,730,755	4,903,872	4,909,835	4,985,997	5,080,276	5,258,525	5,215,841	5,276,740	5,348,350	4,336,788	4,903,872	5,258,525
Commitments and contigencies														
Shareholders' deficiency														
Preferred Stock	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Common Stock	13,708	14,059	14,059	14,059	14,113	14,128	14,168	14,213	14,394	14,745	14,745	13,708	14,059	14,213
Additional paid-in capital	12,048,006	13,311,264	13,311,264	13,311,263	13,428,391	13,476,475	13,549,651	13,638,806	13,867,289	16,506,738	16,506,738	12,048,006	13,311,263	13,638,806
Accumulated deficit	(16,000,028)	(17,455,737)	(17,666,559)	(17,942,968)	(18,157,841)	(18,294,815)	(18,443,663)	(18,645,131)	(18,789,854)	(20,654,982)	(20,949,842)	(15,818,716)	(17,942,968)	(18,645,131)
Total stockholders' deficiency	(3,938,314)	(4,130,414)	(4,341,236)	(4,617,646)	(4,715,337)	(4,804,212)	(4,879,844)	(4,992,112)	(4,908,171)	(4,133,499)	(4,428,359)	(3,757,002)	(4,617,646)	(4,992,112)
Total liabilities and stockholders' deficiency	$ 549,277	$ 455,004	$ 389,519	$ 286,226	$ 194,498	$ 181,785	$ 200,432	$ 266,413	$ 307,670	$ 1,143,241	$ 919,991	$ 579,786	$ 286,226	$ 266,413

INVO Bioscience Management Team

Katie Karloff
Chief Executive Officer and Chairman of the Board
Co-founder of INVO Bioscience, Ms. Karloff has more than 30 years of experience in medical device and pharmaceutical manufacturing, clinical operations, regulatory affairs and quality systems. Katie has been critical to the FDA approval of the INVOcell device as well as the product development and scale-up of the INVOcell. Prior to INVO Bioscience, Katie was the Corporate Vice President of Operations for Psivida Ltd, a start up combination medical device/pharmaceutical technology company whereas she was critical in developing obtaining FDA approval of a novel ocular implant. Katie also served over 13 years at Boston Scientific in various operation functions and 10 years on the senior management teams of other start-up organizations. Katie has an undergraduate degree in Microbiology and MBA coursework from Northeastern University.

Michael J. Campbell
COO and Vice President of Business Development
Mr. Campbell was appointed INVO Bioscience's COO & VP of Business Development in February 2019. Campbell was most recently Vice President of IVF Americas Business Unit for Cooper Surgical, Inc. (CSI), a wholly owned subsidiary of The Cooper Companies (NYSE: COO), and a member of the INVO Bioscience board of directors since October 2017. Mr. Campbell has substantial medical device sales, marketing and business development leadership experience within Global Fortune 500 and Start-up Company environments. During his over 12-year career at Cooper Surgical, Mike has been responsible for IVF product portfolio sales globally including the US, Canada, Latin America, Europe, Middle East, Africa, and Asia Pacific regions. In addition to Mr. Campbell's current position as Vice President of IVF Americas Business Unit, he served in various leadership roles including Vice President of International Business Unit from 2013-2014 and as Vice President of IVF Business Unit from 2006 to 2012. Prior to joining Cooper Surgical, Mike was Vice President of Sales, Marketing and Business Development at Retroactive Bioscience from 1997 to 2006 and Vice President of Sales and Marketing for Gabriel Medical from 1994 to 1997. Mr. Campbell also served in various senior management positions across marketing, sales and product management at Boston Scientific Corporation beginning in 1984 through 1994.

Lori Kahler
Vice President Global Operations
Ms. Kahler first became part of the INVO Bioscience team as a consultant in 2010. Lori has over 25 years domestic and international experience in operations, quality, regulatory, compliance and clinical affairs, with proficiency across a full range of business functions and systems. Lori has successfully directed strategic programs to advance product performance and effectively gain market entry globally. Former founder and managing director of The RC Insight Group, Lori was instrumental in achieving FDA De Novo clearance for INVO Bioscience's innovative INVOcell System. Positions Lori previously held include Director of Regulatory and Compliance for Samsung Electronics America (Health and Medical Equipment), Vice President of Regulatory and Clinical Operations for Ximedica, and Global Director of Quality Operations and Regulatory Affairs/ Managing Director Asia Pacific Region for Agfa Healthcare.

Rob Bowdring
Director
Mr. Bowdring joined the INVO Bioscience board in 2013. He is currently Chief Financial Officer at Dynasil Corporation a publicly traded company that develops and manufactures optics and photonics products, optical detection and analysis technology and components for the homeland security, medical and industrial markets. Prior to joining Dynasil in 2013, Rob served as the Chief Financial Officer for INVO Bioscience from 2008 until 2013. Previously he served as Chief Financial Officer of Cyphermint, Inc. from 2003 to 2008, and as Vice President and Corporate Controller for Lifeline Systems from 1989 to 2003. Prior to 1989, Rob held positions of increasing responsibility at Remanco, Inc., Warburton's Inc., Cyborg Corporation, and Technogenics, Inc. Rob has a B.A. in Accounting from the University of Massachusetts.

Kevin Doody, MD
Medical Director and Director
Dr. Kevin Doody serves as Medical Director for INVO Bioscience and is also a member of the Board of Directors. Dr. Doody is a renowned fertility specialist who is the founder and Medical Director for the Center for Assisted Reproduction (CARE Fertility) and Effortless IVF located in Bedford Texas. The Center for Assisted Reproduction, established in 1989, has been a pioneer of assisted reproductive technologies in the north Texas region with several firsts including the first ICSI pregnancy and the first to successfully implement a blastocyst culture system. CARE Fertility had the first pregnancy in the region with a pregnancy following embryo biopsy and pre-implantation genetic testing for cystic fibrosis. CARE Fertility/ Effortless IVF also was the first to adopt the INVOcell™ Intravaginal Culture System since the INVOcell first obtained FDA clearance. Dr. Doody is President of the Society for Assisted Reproductive Technology (SART), on the Board of Directors of the American Society for Reproductive Medicine (ASRM) and a member of the RESOLVE Physician Council. As INVO Bioscience's Medical Director, Dr. Doody provides medical and clinical guidance, INVO education and training, and oversight of risk management and post-market surveillance activities as well as support current and new product development.

Steven M. Shum
Director
Mr. Shum has served as Chief Financial Officer of Eastside Distilling (NASDAQ: ESDI) since October 2015. Prior to joining Eastside, Mr. Shum served as an Officer and Director of XZERES Corp, a publicly-traded global renewable energy company, from October 2008 until April 2015 in various officer roles, including Chief Operating Officer from September 2014 until April 2015, Chief Financial Officer, Principal Accounting Officer and Secretary from April 2010 until September 2014 (under former name, Cascade Wind Corp) and Chief Executive Officer and President from October 2008 to August 2010. Mr. Shum also serves as the managing principal of Core Fund Management, LP and the Fund Manager of Core Fund, LP. He was a founder of Revere Data LLC (now part of Factset Research Systems, Inc.) and served as its Executive Vice President for four years, heading up the product development efforts and contributing to operations, business development, and sales. He spent six years as an investment research analyst and portfolio manager of D.N.B. Capital Management, Inc. His previous employers include Red Chip Review and Laughlin Group of Companies. He earned a B.S. in Finance and a B.S. in General Management from Portland State University in 1992.

INVO Bioscience, Inc. Forward-looking Statements

This document includes 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. The Company invokes the protections of the Private Securities Litigation Reform Act of 1995. All statements regarding our expected future financial position, results of operations, cash flows, financing plans, business strategies, products and services, competitive positions, growth opportunities, plans and objectives of management for future operations, as well as statements that include words such as "anticipate," "if," "believe," "plan," "estimate," "expect," "intend," "may," "could," "should," "will," and other similar expressions are forward-looking statements. All forward-looking statements involve risks, uncertainties and contingencies, many of which are beyond our control, which may cause actual results, performance, or achievements to differ materially from anticipated results, performance, or achievements. Factors that may cause actual results to differ materially from those in the forward- looking statements include those set forth in our filings at www.sec.gov. We are under no obligation to (and expressly disclaim any such obligation to) update or alter our forward-looking statements, whether as a result of new information, future events or otherwise.

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