

Nu Skin Enterprises, Inc.
Income Statement Data
Q2 2017 to Q1 2019

In millions of US\$ (except per share data)

	Q2 2017		Q3 2017		Q4 2017		Annual 2017		Q1 2018		Q2 2018		Q3 2018		Q4 2018		Annual 2018		Q1 2019	
		%		%		%		%		%		%		%		%		%		%
Revenue	550.1	100%	563.7	100%	666.2	100%	2,279.1	100%	616.2	100%	704.2	100%	675.3	100%	683.3	100%	2,679.0	100%	623.6	100%
Cost of Sales	121.5	22.1%	120.8	21.4%	148.5	22.3%	502.1	22.0%	146.3	23.7%	168.6	23.9%	157.5	23.3%	161.7	23.7%	634.1	23.7%	146.6	23.5%
Gross Margin	428.6	77.9%	442.9	78.6%	517.7	77.7%	1,777.0	78.0%	469.9	76.3%	535.6	76.1%	517.8	76.7%	521.6	76.3%	2,044.9	76.3%	477.0	76.5%
Operating Expenses																				
Selling Expenses	228.4	41.5%	235.3	41.7%	265.4	39.8%	938.0	41.2%	257.7	41.8%	272.8	38.7%	271.5	40.2%	269.0	39.4%	1,071.0	40.0%	249.7	40.0%
General & Administrative	135.5	24.6%	143.2	25.4%	153.2	23.0%	564.5	24.8%	153.2	24.9%	180.1	25.6%	165.7	24.5%	163.5	23.9%	662.3	24.7%	158.6	25.4%
Restructuring Costs	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	70.7	10.3%	70.7	2.6%	-	0.0%
Total Operating	363.9	66.2%	378.5	67.1%	418.6	62.8%	1,502.5	65.9%	410.9	66.7%	452.9	64.3%	437.2	64.7%	503.2	73.6%	1,804.0	67.3%	408.3	65.5%
Operating Income	64.7	11.8%	64.4	11.4%	99.1	14.9%	274.5	12.0%	59.0	9.6%	82.8	11.8%	80.7	12.0%	18.4	2.7%	240.9	9.0%	68.7	11.0%
Other Income	(2.7)	-0.5%	(1.2)	-0.2%	(0.5)	-0.1%	(9.0)	-0.4%	1.2	0.2%	(11.2)	-1.6%	(7.0)	-1.0%	(4.2)	-0.6%	(21.2)	-0.8%	(2.9)	-0.5%
Income Before Tax	62.0	11.3%	63.2	11.2%	98.6	14.8%	265.5	11.6%	60.2	9.8%	71.6	10.2%	73.7	10.9%	14.2	2.1%	219.7	8.2%	65.8	10.6%
Income Taxes	20.0	3.6%	21.5	3.8%	80.4	12.1%	136.1	6.0%	24.7	4.0%	20.6	2.9%	20.6	3.1%	31.9	4.7%	97.8	3.7%	22.8	3.7%
Net Income	42.0	7.6%	41.7	7.4%	18.2	2.7%	129.4	5.7%	35.5	5.8%	51.0	7.2%	53.1	7.9%	(17.7)	-2.6%	121.9	4.6%	43.0	6.9%
Millions of Shares O/S	54.8		54.8		55.1		54.8		56.0		56.7		56.7		56.3		56.5		56.1	
Diluted EPS	0.77		0.76		0.33		2.36		0.64		0.90		0.94		(0.32)		2.16		0.77	
Prior Year Revenue and EPS																				
Revenue	600.5	-8.4%	604.2	-6.7%	531.3	25.4%	2,207.8	3.2%	499.1	23.5%	550.1	28.0%	563.7	19.8%	666.2	2.6%	2,279.1	17.5%	616.2	1.2%
EPS	0.79	-2.5%	0.98	-22.4%	0.69	-52.2%	2.55	-7.5%	0.51	25.5%	0.77	16.9%	0.76	23.7%	0.33	-197.0%	2.36	-8.5%	0.64	20.3%
Interest expense	6.0		6.0		4.6		22.2		4.3		6.1		5.7		5.7		21.8		6.0	
Depreciation/Amortization	17.5		17.4		19.0		71.6		18.9		21.2		22.7		20.2		83.0		19.6	
FAS 123R Equity Compensation	3.7		6.9		4.8		19.3		6.8		6.5		7.0		6.4		26.7		5.0	
EBTIDA	85.5		86.6		122.2		359.3		83.4		98.9		102.1		40.1		324.5		91.4	
EBTIDAR	89.2		93.5		127.0		378.6		90.2		105.4		109.1		46.5		351.2		96.4	
Income Tax Rate	32.2%		34.1%		81.5%		51.3%		41.0%		28.8%		27.9%		225.3%		44.5%		34.7%	