

**Nu Skin Enterprises, Inc.**  
**Revenue and Exchange Rate Data**  
**Q2 2017 to Q1 2019**

	Q2 2017		Q3 2017		Q4 2017		Annual 2017		Q1 2018		Q2 2018		Q3 2018		Q4 2018		Annual 2018		Q1 2019	
		%		%		%		%		%		%		%		%		%		%
<b>Selected Average Exchange Rates</b>																				
Japan	111.09		110.99		112.89		112.14		108.24		109.17		111.51		112.76		110.43		110.24	
South Korea	1,130.58		1,132.68		1,104.33		1,128.31		1,072.74		1,080.36		1,121.12		1,128.32		1,101.68		1,125.04	
Taiwan	30.27		30.25		30.07		30.37		29.29		29.75		30.67		30.83		30.16		30.82	
Hong Kong	7.79		7.82		7.81		7.80		7.83		7.85		7.85		7.83		7.84		7.85	
China	6.86		6.67		6.61		6.74		6.36		6.38		6.81		6.92		6.62		6.75	
Singapore	1.39		1.36		1.35		1.38		1.32		1.33		1.37		1.37		1.35		1.35	
Malaysia	4.33		4.26		4.15		4.29		3.92		3.96		4.09		4.17		4.05		4.09	
Thailand	34.30		33.35		32.91		33.87		31.55		31.96		32.96		32.81		32.30		31.63	
<b>Selected Local Currency Revenues</b>																				
Japan - Million Yen	7,199		6,937		7,631		28,719		6,841		6,998		7,103		7,205		28,149		6,846	
South Korea - Million Won	98,247		101,035		113,856		408,110		95,367		98,961		100,901		116,104		411,367		94,391	
Taiwan - Million NT\$	748		656		773		2,794		656		672		699		777		2,805		644	
Hong Kong- Million HK\$	143		152		164		582		146		232		173		177		728		155	
China - Million RMB	1,181		1,151		1,469		4,834		1,256		1,566		1,543		1,502		5,866		1,407	
Singapore - Million SG\$	13		15		15		58		13		15		17		17		63		13	
Malaysia - Million Ringgit	67		72		75		286		68		78		100		88		334		70	
Thailand - Million Baht	305		380		362		1,416		300		380		307		322		1,308		332	
<b>US\$ Revenue (in millions)</b>																				
China	172.1	31.3%	172.6	30.6%	222.3	33.4%	717.0	31.5%	197.5	32.1%	245.3	34.8%	226.6	33.6%	217.1	31.8%	886.5	33.1%	208.5	33.4%
South Korea	86.9	15.8%	89.2	15.8%	103.1	15.5%	361.7	15.9%	88.9	14.4%	91.6	13.0%	90.0	13.3%	102.9	15.1%	373.4	13.9%	83.9	13.5%
Indonesia	18.4	3.3%	20.2	3.6%	22.0	3.3%	79.6	3.5%	21.3	3.5%	21.6	3.1%	21.9	3.2%	20.4	3.0%	85.2	3.2%	21.1	3.4%
Malaysia	15.4	2.8%	17.0	3.0%	18.0	2.7%	66.6	2.9%	17.3	2.8%	19.7	2.8%	24.4	3.6%	21.1	3.1%	82.5	3.1%	17.0	2.7%
Singapore	9.4	1.7%	11.1	2.0%	10.8	1.6%	41.8	1.8%	10.1	1.6%	11.6	1.6%	12.5	1.9%	12.5	1.8%	46.7	1.7%	9.4	1.5%
Thailand	8.9	1.6%	11.4	2.0%	11.0	1.7%	41.8	1.8%	9.5	1.5%	11.9	1.7%	9.3	1.4%	9.8	1.4%	40.5	1.5%	10.5	1.7%
Other Southeast Asia	8.4	1.5%	11.4	2.0%	12.1	1.8%	38.8	1.7%	12.7	2.1%	14.4	2.0%	18.2	2.7%	16.7	2.4%	62.0	2.3%	14.5	2.3%
Canada	12.0	2.2%	11.5	2.0%	14.1	2.1%	47.2	2.1%	12.0	1.9%	14.9	2.1%	13.6	2.0%	13.8	2.0%	54.3	2.0%	11.7	1.9%
Latin America	10.8	2.0%	14.7	2.6%	18.9	2.8%	51.5	2.3%	18.8	3.1%	20.5	2.9%	17.9	2.7%	16.9	2.5%	74.1	2.8%	15.0	2.4%
Pacific	7.4	1.3%	7.9	1.4%	9.3	1.4%	31.3	1.4%	8.8	1.4%	10.1	1.4%	10.0	1.5%	10.3	1.5%	39.2	1.5%	10.4	1.7%
USA	52.8	9.6%	51.6	9.2%	60.0	9.0%	212.4	9.3%	52.7	8.6%	58.5	8.3%	52.1	7.7%	54.1	7.9%	217.4	8.1%	49.4	7.9%
Hong Kong	18.4	3.3%	19.4	3.4%	21.0	3.2%	74.7	3.3%	18.6	3.0%	29.6	4.2%	22.1	3.3%	22.6	3.3%	92.9	3.5%	19.7	3.2%
Taiwan	24.7	4.5%	21.7	3.8%	25.7	3.9%	92.0	4.0%	22.4	3.6%	22.6	3.2%	22.8	3.4%	25.2	3.7%	93.0	3.5%	20.9	3.4%
Japan	64.8	11.8%	62.5	11.1%	67.6	10.1%	256.1	11.2%	63.2	10.3%	64.1	9.1%	63.7	9.4%	63.9	9.4%	254.9	9.5%	62.1	10.0%
Europe	34.9	6.3%	36.7	6.5%	43.6	6.5%	146.4	6.4%	41.0	6.7%	40.6	5.8%	39.3	5.8%	45.6	6.7%	166.5	6.2%	37.6	6.0%
Russ/SAF/Israel/Ukr/Turk	3.3	0.6%	3.4	0.6%	4.3	0.6%	13.9	0.6%	4.0	0.6%	3.4	0.5%	3.5	0.5%	5.0	0.7%	15.9	0.6%	4.2	0.7%
Other	1.5	0.3%	1.4	0.2%	2.4	0.4%	6.3	0.3%	17.4	2.8%	23.8	3.4%	27.4	4.1%	25.4	3.7%	94.0	3.5%	27.7	4.4%
<b>Revenue by Segment in US\$</b>																				
Mainland China	172.1	31.3%	172.6	30.6%	222.3	33.4%	717.0	31.5%	197.5	32.1%	245.3	34.8%	226.6	33.6%	217.1	31.8%	886.5	33.1%	208.5	33.4%
South Korea	86.9	15.8%	89.2	15.8%	103.1	15.5%	361.7	15.9%	88.9	14.4%	91.6	13.0%	90.0	13.3%	102.9	15.1%	373.4	13.9%	83.9	13.5%
Southeast Asia	60.5	11.0%	71.1	12.6%	73.9	11.1%	268.6	11.8%	70.9	11.5%	79.2	11.2%	86.3	12.8%	80.5	11.8%	316.9	11.8%	72.5	11.6%
Americas/Pacific	83.0	15.1%	85.7	15.2%	102.3	15.4%	342.4	15.0%	92.3	15.0%	104.0	14.8%	93.6	13.9%	95.1	13.9%	385.0	14.4%	86.5	13.9%
Hong Kong/Taiwan	43.1	7.8%	41.1	7.3%	46.7	7.0%	166.7	7.3%	41.0	6.7%	52.2	7.4%	44.9	6.6%	47.8	7.0%	185.9	6.9%	40.6	6.5%
Japan	64.8	11.8%	62.5	11.1%	67.6	10.1%	256.1	11.2%	63.2	10.3%	64.1	9.1%	63.7	9.4%	63.9	9.4%	254.9	9.5%	62.1	10.0%
EMEA	38.2	6.9%	40.1	7.1%	47.9	7.2%	160.3	7.0%	45.0	7.3%	44.0	6.2%	42.8	6.3%	50.6	7.4%	182.4	6.8%	41.8	6.7%
Other	1.5	0.3%	1.4	0.2%	2.4	0.4%	6.3	0.3%	17.4	2.8%	23.8	3.4%	27.4	4.1%	25.4	3.7%	94.0	3.5%	27.7	4.4%
<b>Total Revenue</b>	<b>550.1</b>	<b>100%</b>	<b>563.7</b>	<b>100%</b>	<b>666.2</b>	<b>100%</b>	<b>2279.1</b>	<b>100%</b>	<b>616.2</b>	<b>100%</b>	<b>704.2</b>	<b>100%</b>	<b>675.3</b>	<b>100%</b>	<b>683.3</b>	<b>100%</b>	<b>2679.0</b>		<b>623.6</b>	<b>100%</b>