

**Nu Skin Enterprises, Inc.**
**Income Statement Data**
**Q3 2017 to Q2 2019**

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

	Q3 2017		Q4 2017		Annual 2017		Q1 2018		Q2 2018		Q3 2018		Q4 2018		Annual 2018		Q1 2019		Q2 2019	
		%		%		%		%		%		%		%		%		%		%
Revenue	563,698	100%	666,201	100%	2,279,099	100%	616,219	100%	704,190	100%	675,312	100%	683,287	100%	2,679,008	100%	623,623	100%	623,500	100%
Cost of Sales	120,832	21.4%	148,459	22.3%	502,078	22.0%	146,281	23.7%	168,549	23.9%	157,457	23.3%	161,853	23.7%	634,140	23.7%	146,664	23.5%	154,028	24.7%
Gross Margin	442,866	78.6%	517,742	77.7%	1,777,021	78.0%	469,938	76.3%	535,641	76.1%	517,855	76.7%	521,434	76.3%	2,044,868	76.3%	476,959	76.5%	469,472	75.3%
Operating Expenses																				
Selling Expenses	235,285	41.7%	265,378	39.8%	938,024	41.2%	257,702	41.8%	272,757	38.7%	271,509	40.2%	269,052	39.4%	1,071,020	40.0%	249,708	40.0%	245,828	39.4%
General & Administrative	143,219	25.4%	153,244	23.0%	564,514	24.8%	153,246	24.9%	180,120	25.6%	165,671	24.5%	163,265	23.9%	662,302	24.7%	158,598	25.4%	149,442	24.0%
Restructuring Costs	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	70,686	10.3%	70,686	2.6%	-	0.0%	-	0.0%
Total Operating	378,504	67.1%	418,622	62.8%	1,502,538	65.9%	410,948	66.7%	452,877	64.3%	437,180	64.7%	503,003	73.6%	1,804,008	67.3%	408,306	65.5%	395,270	63.4%
Operating Income	64,362	11.4%	99,120	14.9%	274,483	12.0%	58,990	9.6%	82,764	11.8%	80,675	11.9%	18,431	2.7%	240,860	9.0%	68,653	11.0%	74,202	11.9%
Other Income	(1,172)	-0.2%	(446)	-0.1%	(8,916)	-0.4%	1,207	0.2%	(11,165)	-1.6%	(6,982)	-1.0%	(4,254)	-0.6%	(21,194)	-0.8%	(2,848)	-0.5%	(3,326)	-0.5%
Income Before Tax	63,190	11.2%	98,674	14.8%	265,567	11.7%	60,197	9.8%	71,599	10.2%	73,693	10.9%	14,177	2.1%	219,666	8.2%	65,805	10.6%	70,876	11.4%
Income Taxes	21,518	3.8%	80,439	12.1%	136,130	6.0%	24,658	4.0%	20,638	2.9%	20,547	3.0%	31,936	4.7%	97,779	3.6%	22,803	3.7%	24,527	3.9%
<b>Net Income</b>	<b>41,672</b>	<b>7.4%</b>	<b>18,235</b>	<b>2.7%</b>	<b>129,437</b>	<b>5.7%</b>	<b>35,539</b>	<b>5.8%</b>	<b>50,961</b>	<b>7.2%</b>	<b>53,146</b>	<b>7.9%</b>	<b>(17,759)</b>	<b>-2.6%</b>	<b>121,887</b>	<b>4.5%</b>	<b>43,002</b>	<b>6.9%</b>	<b>46,349</b>	<b>7.4%</b>
Thousands of Shares O/S	54,834		55,053		54,852		55,959		56,713		56,704		56,341		56,476		56,128		55,943	
<b>Diluted EPS</b>	<b>0.76</b>		<b>0.33</b>		<b>2.36</b>		<b>0.64</b>		<b>0.90</b>		<b>0.94</b>		<b>(0.32)</b>		<b>2.16</b>		<b>0.77</b>		<b>0.83</b>	
Prior Year Revenue and EPS																				
Revenue	604,162	-6.7%	531,329	25.4%	2,207,797	3.2%	499,099	23.5%	550,101	28.0%	563,698	19.8%	666,201	2.6%	2,279,099	17.5%	616,219	1.2%	704,190	-11.5%
EPS	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%	0.90	-7.8%
Interest expense	5,968		4,611		22,189		4,305		6,107		5,690		5,718		21,820		5,956		5,205	
Depreciation/Amortization	17,445		19,039		71,564		18,907		21,235		22,691		20,170		83,003		19,607		19,052	
FAS 123R Equity Compensation	6,912		4,821		19,314		6,761		6,506		7,044		6,298		26,609		5,041		3,593	
EBTIDA	86,603		122,324		359,320		83,409		98,941		102,074		40,065		324,489		91,368		95,133	
EBTIDAR	93,515		127,145		378,634		90,170		105,447		109,118		46,363		351,098		96,409		98,726	
Income Tax Rate	34.1%		81.5%		51.3%		41.0%		28.8%		27.9%		225.3%		44.5%		34.7%		34.6%	