

**Nu Skin Enterprises, Inc.**  
**Revenue by Product Brand**  
**Q1 2017 to Q3 2018**  
in millions of US\$

Revenue	2016	2017										2018					
	Q1	Q1	%	Q2	%	Q3	%	Q4	%	Total	%	Q1	%	Q2	%	Q3	%
<b>Nu Skin</b>	290.0	301.9	61%	345.3	63%	338.3	60%	470.9	71%	1,456.4	64%	386.4	63%	466.5	66%	384.6	57%
<b>Pharmanex</b>	180.7	196.1	39%	202.9	37%	224.0	40%	194.2	29%	817.2	36%	212.9	34%	213.0	30%	261.9	39%
<b>Other</b>	1.1	1.1	0%	1.9	0%	1.4	0%	1.1	0%	5.5	0%	16.9	3%	24.7	4%	28.8	4%
<b>Total Revenue</b>	471.8	499.1	100%	550.1	100%	563.7	100%	666.2	100%	2,279.1	100%	616.2	100%	704.2	100%	675.3	100%