

Nu Skin Enterprises, Inc.
Income Statement Data
Q1 2017 to Q3 2018

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

	Q1 2017	%	Q2 2017	%	Q3 2017	%	Q4 2017	%	Annual 2017	%	Q1 2018	%	Q2 2018	%	Q3 2018	%
Revenue	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%
Cost of Sales	111.3	22.3%	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%
Gross Margin	387.8	77.7%	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%	517.9	76.7%
Operating Expenses																
Selling Expenses	209.0	41.9%	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%
General & Administrative	132.5	26.5%	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%
Total Operating	341.5	68.4%	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%
Operating Income	46.3	9.3%	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	11.9%
Other Income	(4.6)	-0.9%	(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%
Income Before Tax	41.7	8.4%	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%
Income Taxes	14.2	2.8%	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%
Net Income	27.5	5.5%	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%
Millions of Shares O/S	54.1		54.8		54.8		55.1		54.8		56.0		56.7		56.7	
Diluted EPS	0.51		0.77		0.76		0.33		2.36		0.64		0.90		0.94	
Prior Year Revenue and EPS																
Revenue	471.8	5.8%	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%
EPS	0.06	750.0%	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%
Interest expense	5.6		6.0		6.0		4.6		22.2		4.3		6.1		5.7	
Depreciation/Amortization	17.6		17.5		17.4		19.0		71.6		18.9		21.2		22.7	
FAS 123R Equity Compensation	3.9		3.7		6.9		4.8		19.3		6.8		6.5		7.0	
EBTIDA	64.9		85.5		86.6		122.2		359.3		83.4		98.9		102.1	
EBTIDAR	68.8		89.2		93.5		127.0		378.6		90.2		105.4		109.1	
Income Tax Rate	34.1%		32.2%		34.1%		81.9%		51.3%		41.0%		28.8%		27.9%	