

NU SKIN ENTERPRISES, INC.
**Reconciliation of Earnings Per Share Excluding Foreign Currency Loss (Gain) and
Acquisition Amortization on GAAP Earnings Per Share**

	<u>Q3 2018</u>
Net income	\$ 53,146
Impact of foreign currency translation loss (gain)	4,766
Tax impact of foreign currency translation loss	(548)
Adjusted net income, excluding foreign-currency translation loss	<u>\$ 57,364</u>
Impact of purchase accounting	<u>\$ 2,358</u>
Adjusted net income, excluding foreign-currency translation loss and purchase accounting charge	<u>\$ 59,722</u>
Weighted-average common shares outstanding (000s)	56,704
Reported diluted earnings per share	\$ 0.94
Adjusted diluted earnings per share, excluding foreign-currency translation loss	\$ 1.01
Adjusted diluted earnings per share, excluding foreign-currency translation loss and purchase accounting charge	\$ 1.05
Q3 2017 diluted earnings per share	\$ 0.76
Year-over-year earnings per share increase	24%
Year-over-year earnings per share increase, excluding Q3 2018 foreign-currency translation loss	33%

NU SKIN ENTERPRISES, INC.
**Reconciliation of Q4 and Annual Constant Currency Revenue Growth Projection
To Reported Revenue Growth Projection**

	<u>2018</u>	<u>2017</u>	<u>Constant Currency 2018</u>	<u>Projected Reported Change</u>	<u>Projected Constant Currency Change</u>
(in millions)					
Q4 - Revenue Growth Projections - High End of Range	\$ 685	\$ 666	\$ 721	3%	8%
Q4 - Revenue Growth Projections - Low End of Range	\$ 665	\$ 666	\$ 700	0%	5%
(in billions)					
Annual - Revenue Growth Projections - High End of Range	\$ 2.68	\$ 2.28	\$ 2.68	18%	18%
Annual - Revenue Growth Projections - Low End of Range	\$ 2.66	\$ 2.28	\$ 2.66	17%	17%