

Nu Skin Enterprises, Inc.
Revenue by Product Brand
Q1 2017 to Q4 2018
in millions of US\$

Revenue	2016		2017								2018											
	Q1	%	Q1	%	Q2	%	Q3	%	Q4	%	Total	%	Q1	%	Q2	%	Q3	%	Q4	%	Total	%
Nu Skin	290.0	61%	301.9	63%	345.3	63%	338.3	60%	470.9	71%	1,456.4	64%	386.4	63%	466.5	66%	384.6	57%	422.2	62%	1,659.7	62%
Pharmanex	180.7	39%	196.1	37%	202.9	37%	224.0	40%	194.2	29%	817.2	36%	212.9	34%	213.0	30%	261.9	39%	233.5	34%	921.3	34%
Other	1.1	0%	1.1	0%	1.9	0%	1.4	0%	1.1	0%	5.5	0%	16.9	3%	24.7	4%	28.8	4%	27.6	4%	98.0	4%
Total Revenue	471.8	100%	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%	683.3	100%	2,679.0	100%