

Q3 2017 FINANCIAL HIGHLIGHTS

November 1, 2017



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Important information regarding forward-looking statements: This presentation contains forward-looking statements within the meaning of federal and state securities laws that represent the company's current expectations and beliefs. All statements other than statements of historical fact are "forward-looking statements" and include, but are not limited to, statements of management's expectations regarding the company's performance, sales force and customer base, growth, initiatives and areas of focus, strategy and new product introductions; projections regarding revenue, earnings per share, foreign currency fluctuations, and other financial items; statements of belief; and statements of assumptions underlying any of the foregoing. In some cases, you can identify these statements by forward-looking words such as "believe," "expect," "outlook," "project," "anticipate," "estimate," "intend," "plan," "likely," "will," "would," "could," "may," "might," the negative of these words and other similar words.

The forward-looking statements and related assumptions involve risks and uncertainties that could cause actual results and outcomes to differ materially from any forward-looking statements or views expressed herein. These risks and uncertainties include, but are not limited to, the following:

- any failure of current or planned initiatives or products to generate interest among our sales force and customers and generate sponsoring and selling activities on a sustained basis;
- risk of foreign currency fluctuations and the currency translation impact on the company's business associated with these fluctuations;
- risk that direct selling laws and regulations in any of our markets, including the United States and Mainland China, may be modified, interpreted or enforced in a manner that results in negative changes to our business model or negatively impacts our revenue, sales force or business, including through the interruption of sales activities, loss of licenses, imposition of fines, or any other adverse actions or events;
- risks related to accurately predicting, delivering or maintaining sufficient quantities of products to support our planned initiatives or launch strategies, and increased risk of inventory write-offs if we over-forecast demand for a product or change our planned initiatives or launch strategies;
- regulatory risks associated with the company's products, which could require the company to modify its claims or inhibit the company's ability to import or continue selling a product in a market if it is determined to be a medical device or if it is unable to register the product in a timely manner under applicable regulatory requirements;
- adverse publicity related to the company's business, products, industry or any legal actions or complaints by the company's sales force or others;
- unpredictable economic conditions and events globally;
- any prospective or retrospective increases in duties on the company's products imported into the company's markets outside of the United States and any adverse results of tax audits or favorable changes to tax laws in the company's various markets; and
- continued competitive pressures in the company's markets.

The company's financial performance and the forward-looking statements contained herein are further qualified by a detailed discussion of associated risks set forth in the documents filed by the company with the Securities and Exchange Commission. The forward-looking statements set forth the company's beliefs as of the date that such information was first provided and the company assumes no duty to update the forward-looking statements contained in this presentation to reflect any change except as required by law.

Q3 TAKEAWAYS



Solid third-quarter results
(7% customer growth)



Implementing growth strategy
(Platforms, Products, Programs)

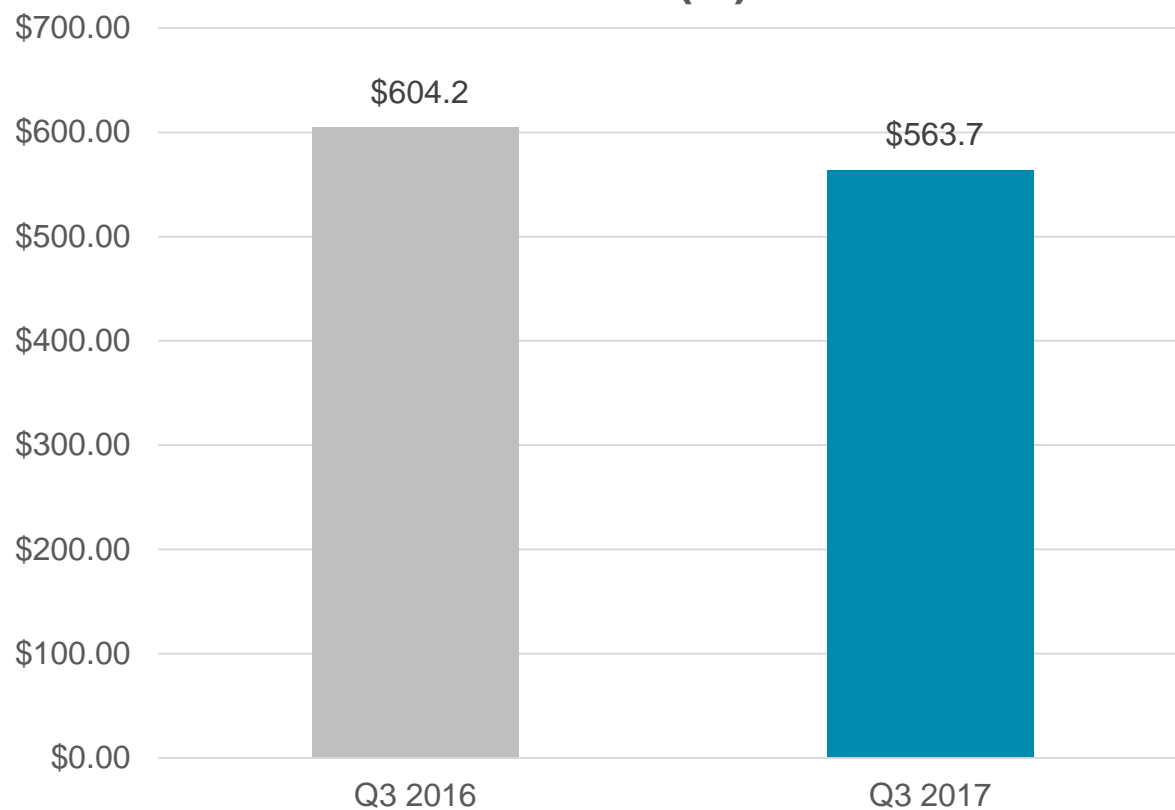


Anticipating strong fourth-quarter
(ageLOC LumiSpa Q4 introduction)



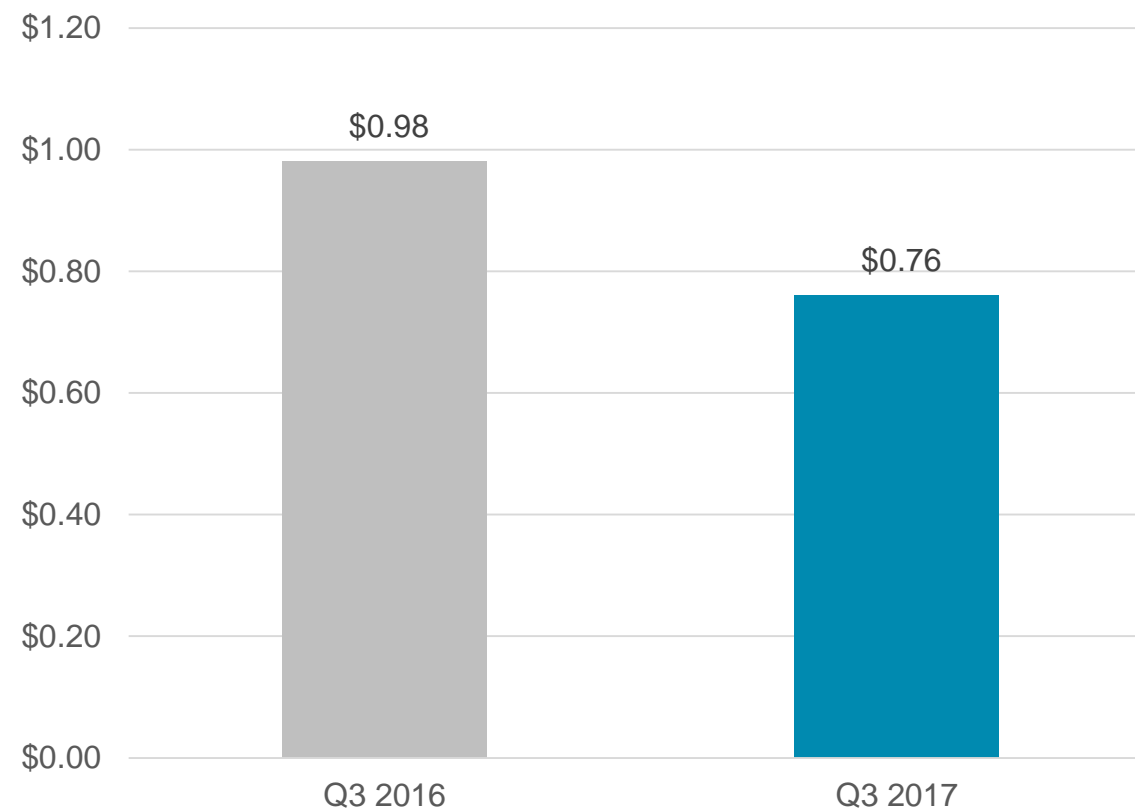
Q3 RESULTS

Revenue (M)



\$563.7 million, slightly ahead of previous guidance, compared to \$604.2 million in Q3 2016, which included \$56 million in LTO sales. Q3 2017 was negatively impacted approximately 1% by foreign currency fluctuations.

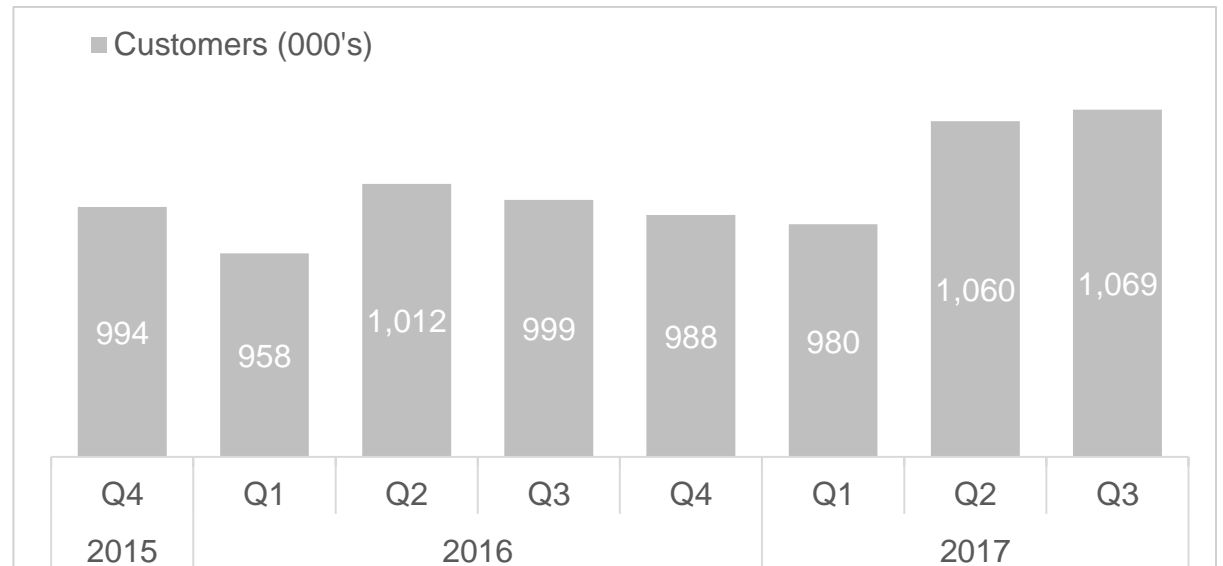
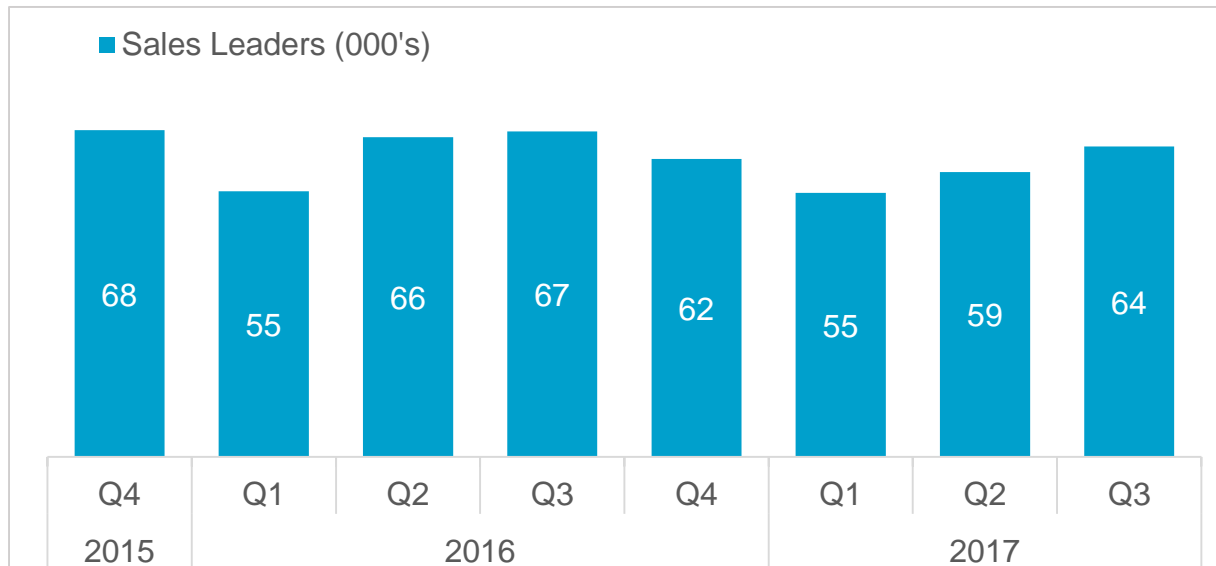
EPS



\$0.76, the top end of previous guidance, compared to \$0.98 which was positively impacted by LTO revenue and a lower tax rate due to closing of Venezuela.

KEY INDICATORS

Market	Q3 2017		Q3 2016		% Change	
	Customers	Sales Leaders	Customers	Sales Leaders	Customers	Sales Leaders
Mainland China	190,000	25,600	182,000	25,300	4.4%	1.2%
South Korea	185,000	8,400	198,000	11,700	(6.6%)	(28.2%)
Americas	215,000	7,200	171,000	6,700	25.7%	7.5%
South Asia/Pacific	149,000	7,900	116,000	7,200	28.4%	9.7%
Japan	131,000	6,500	136,000	7,000	(3.7%)	(7.1%)
Hong Kong/Taiwan	71,000	4,300	75,000	5,300	(5.3%)	(18.9%)
EMEA	128,000	4,300	121,000	4,100	5.8%	4.9%
Total	1,069,000	64,200	999,000	67,300	7.0%	(4.6%)

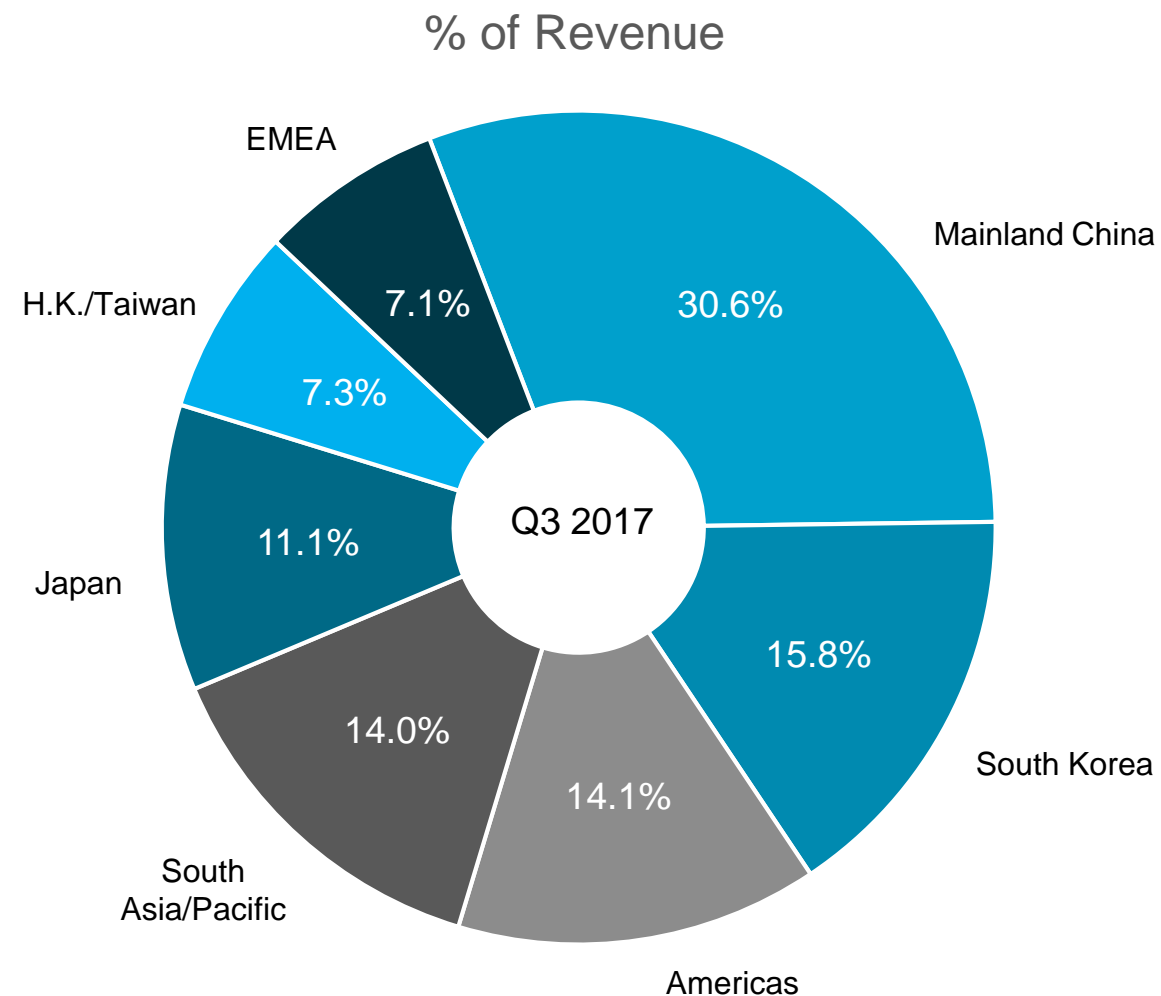


Q3 REVENUE PERFORMANCE

Highlights

- Steady results in Mainland China
- 11% YOY growth in the Americas
- Continued softness in Japan and S. Korea
- 11% growth in South Asia/Pacific
- Social selling driving customer growth

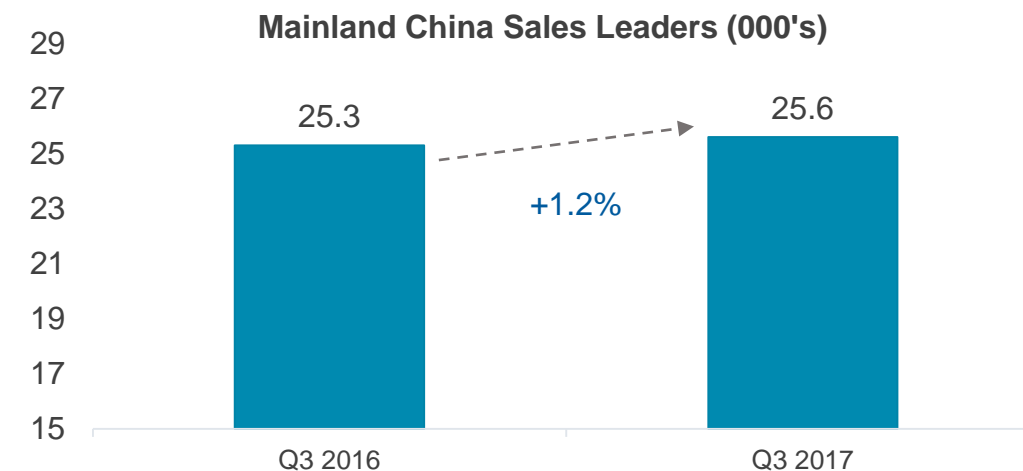
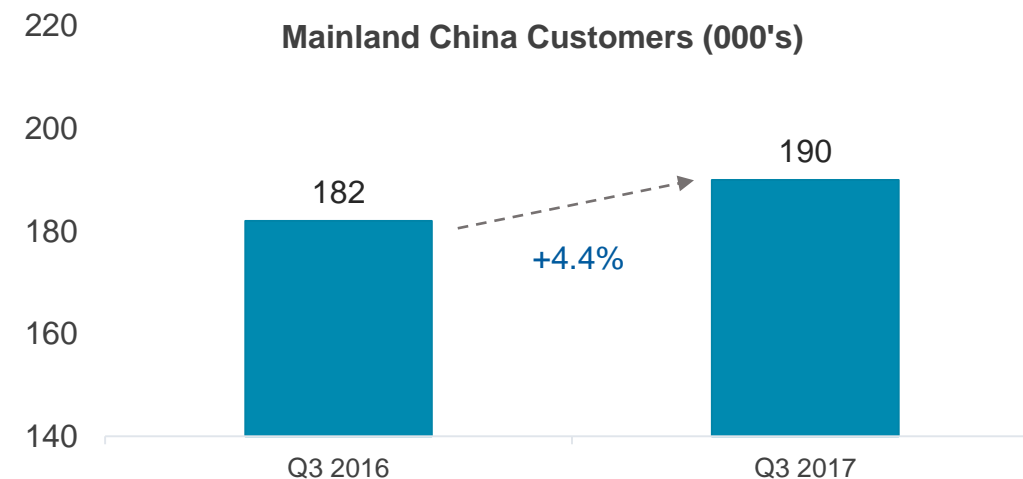
Market	Revenue (M)	YOY Change
Mainland China	172.6	2.5%
South Korea	89.2	(34.5%)
Americas	79.2	11.2%
South Asia/Pacific	79.0	11.5%
Japan	62.5	(13.8%)
H.K./Taiwan	41.1	(14.7%)
EMEA	40.1	8.7%
Total	563.7	(6.7%)



MAINLAND CHINA

Highlights

- YOY customer and sales leader growth
- ageLOC ME and Galvanic Spa continue to perform well
- Introducing LumiSpa in Q4



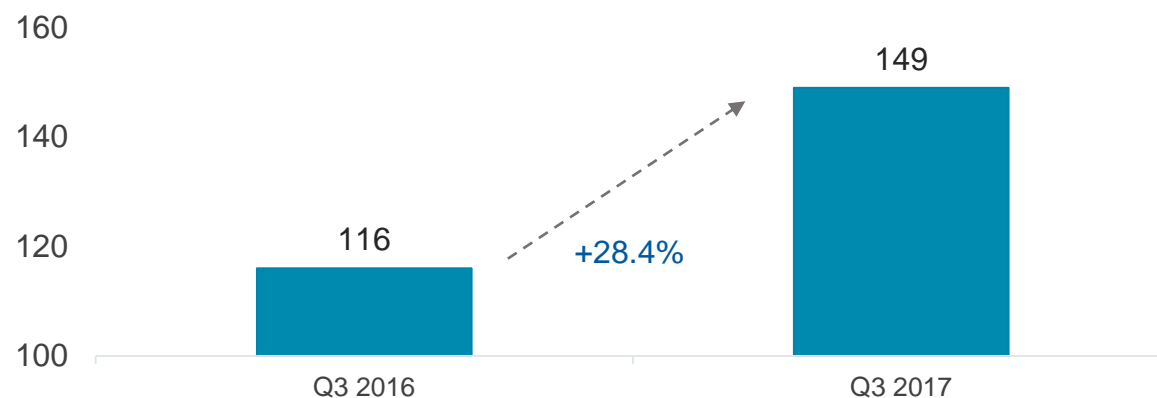
SOUTH ASIA/PACIFIC

Highlights

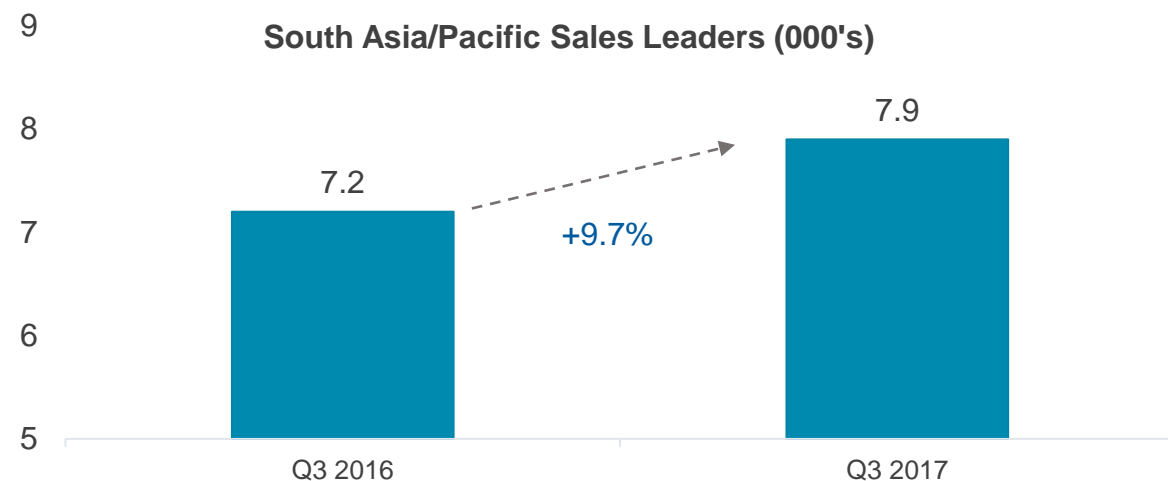
- Strong YOY customer and sales leader growth
- Positive customer growth driven by social selling
- LumiSpa introduction in Q4



South Asia/Pacific Customers (000's)



South Asia/Pacific Sales Leaders (000's)

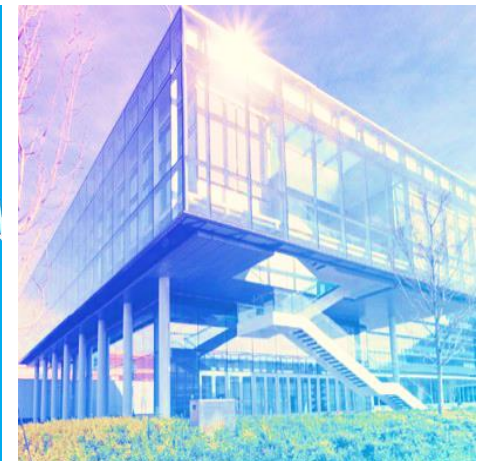
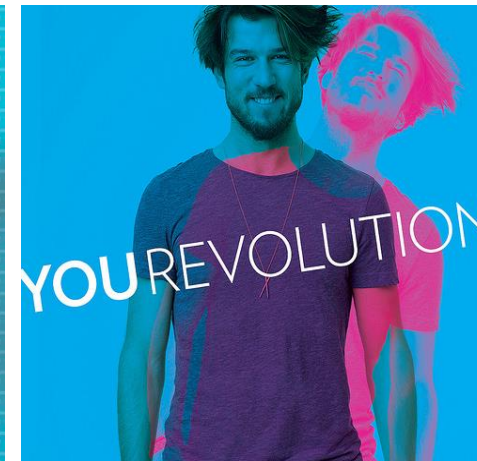
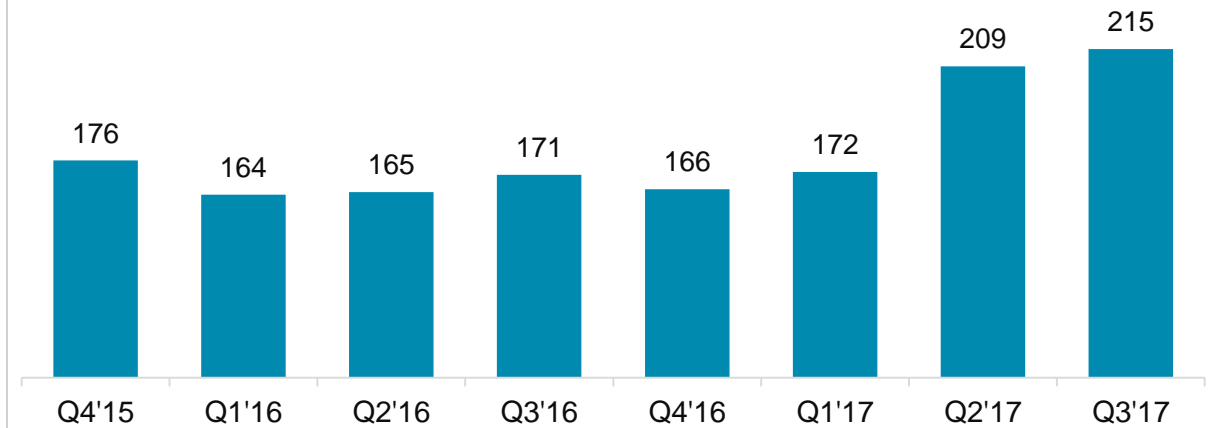


AMERICAS

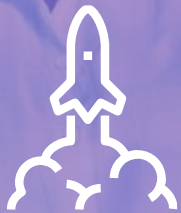
Highlights

- Revenue increased 11% YOY
- Strong growth from Latin America
- Social selling driving customer growth
- Strong product introductions in Q4

Americas Customers (000's)



Our GROW strategy



PLATFORMS

Engaging platforms to leverage social selling



PRODUCTS

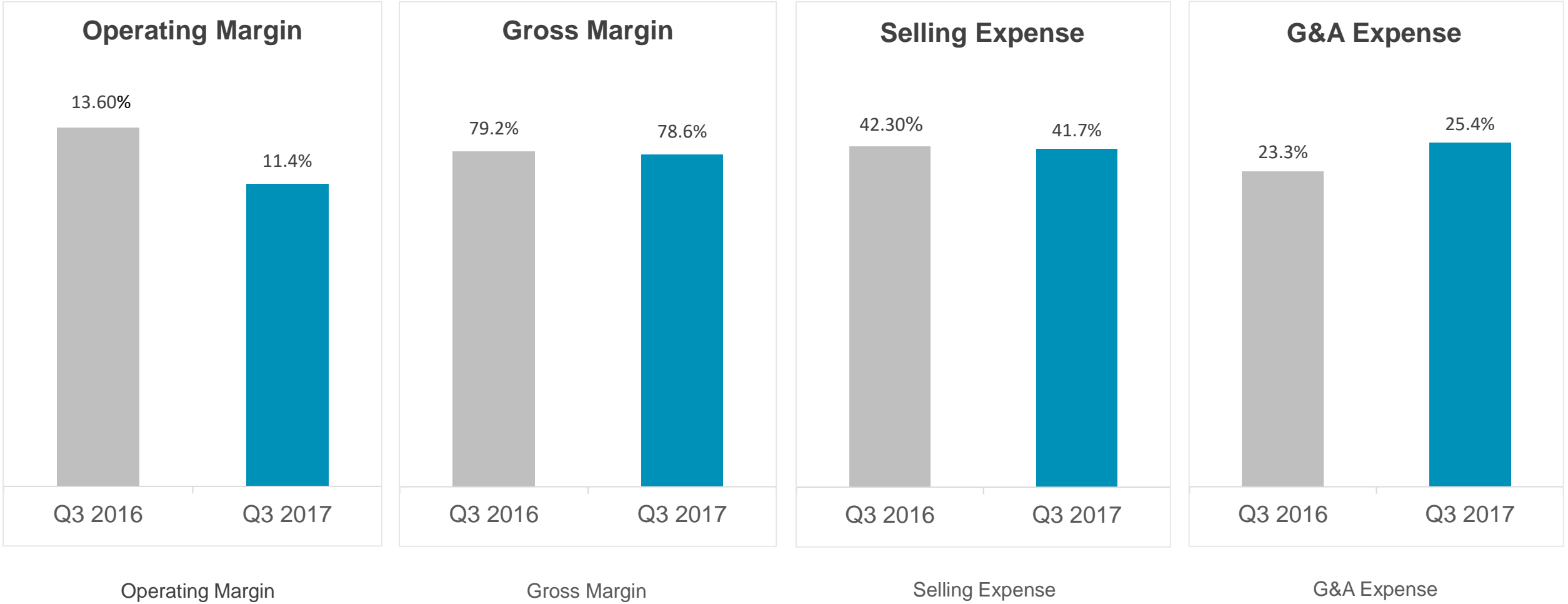
Enabling products ideal for social selling



PROGRAMS

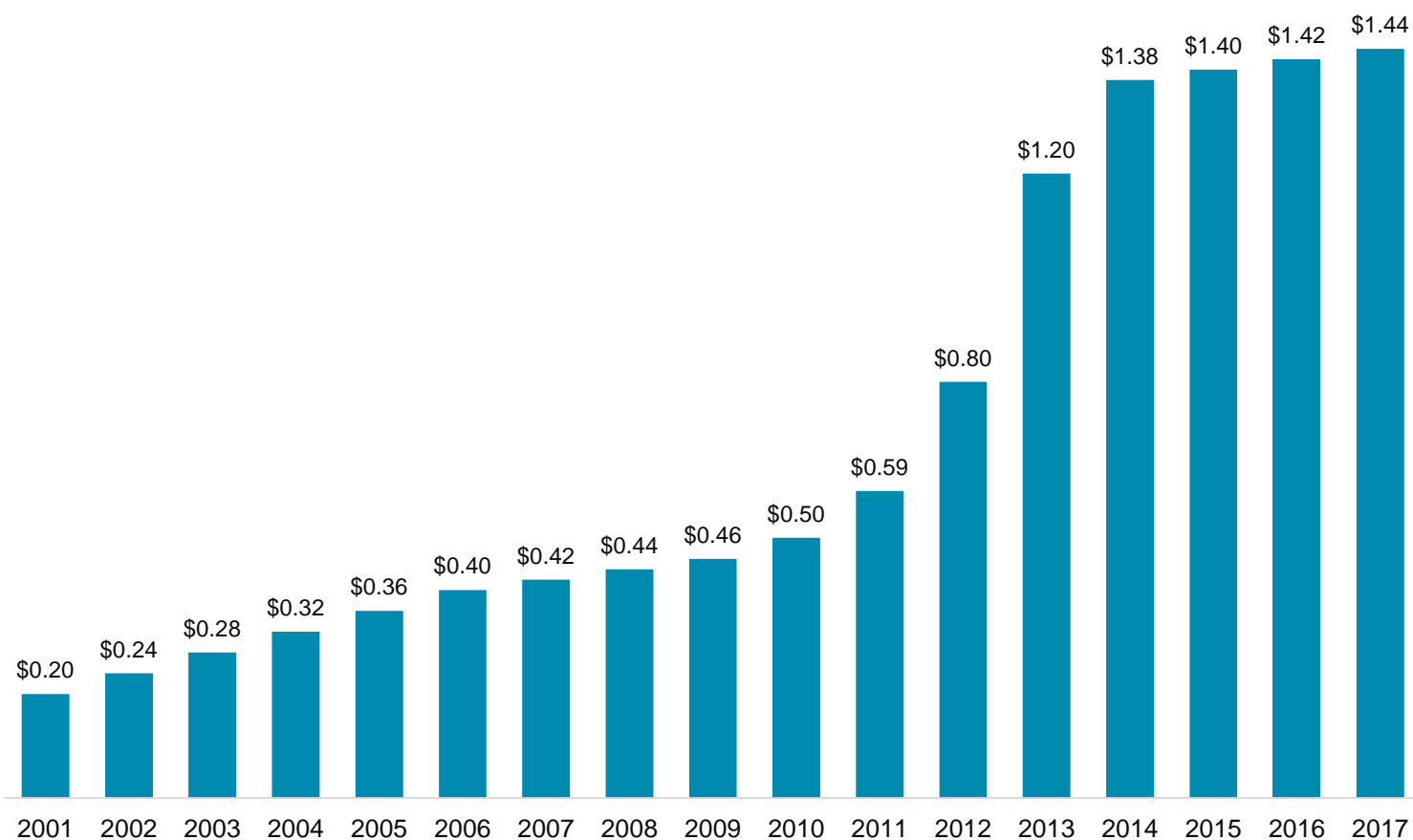
Empowering programs to optimize sales performance

OPERATIONAL PERFORMANCE



SHAREHOLDER VALUE

Annual Dividend



Cash Usage

Q3 Dividend Payment

- \$19.0 million

Q3 Stock Repurchases

- \$25.7 million
- \$152 million remaining in authorization





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For a replay of today's Q3 2017 earnings call please visit ir.nuskin.com