

Nu Skin Enterprises, Inc.
Income Statement Data
Q3 2018 to Q3 2020
In thousands of US\$ (except per share data)

	Q3 2018		Q4 2018		Annual 2018	Q1 2019		Q2 2019		Q3 2019		Q4 2019		Annual 2019	Q1 2020		Q2 2020		Q3 2020	
		%		%			%		%		%		%			%		%		%
Revenue	675,312	100%	683,287	100%	2,679,008	623,623	100%	623,500	100%	589,934	100%	583,359	100%	2,420,416	518,028	100%	612,366	100%	703,347	100%
Cost of Sales	157,457	23.3%	161,853	23.7%	634,140	146,664	23.5%	154,028	24.7%	140,162	23.8%	140,566	24.1%	581,420	125,793	24.3%	154,110	25.2%	183,374	26.1%
Gross Margin	517,855	76.7%	521,434	76.3%	2,044,868	476,959	76.5%	469,472	75.3%	449,772	76.2%	442,793	75.9%	1,838,996	392,235	75.7%	458,256	74.8%	519,973	73.9%
Operating Expenses																				
Selling Expenses	271,509	40.2%	269,052	39.4%	1,071,020	249,708	40.0%	245,828	39.4%	231,937	39.3%	228,127	39.1%	955,600	206,042	39.8%	248,628	40.6%	280,695	39.9%
General & Administrative	165,671	24.5%	163,265	23.9%	662,302	158,598	25.4%	149,442	24.0%	147,943	25.1%	159,987	27.4%	615,970	149,628	28.9%	151,554	24.7%	165,050	23.5%
Restructuring Costs	-	0.0%	70,686	10.3%	70,686	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	0.0%	-	0.0%	-	0.0%
Total Operating	437,180	64.7%	503,003	73.6%	1,804,008	408,306	65.5%	395,270	63.4%	379,880	64.4%	388,114	66.5%	1,571,570	355,670	68.7%	400,182	65.4%	445,745	63.4%
Operating Income	80,675	11.9%	18,431	2.7%	240,860	68,653	11.0%	74,202	11.9%	69,892	11.8%	54,679	9.4%	267,426	36,565	7.1%	58,074	9.5%	74,228	10.6%
Other Income	(6,982)	-1.0%	(4,254)	-0.6%	(21,194)	(2,848)	-0.5%	(3,326)	-0.5%	(4,979)	-0.8%	(1,101)	-0.2%	(12,254)	(6,174)	-1.2%	1,581	0.3%	525	0.1%
Income Before Tax	73,693	10.9%	14,177	2.1%	219,666	65,805	10.6%	70,876	11.4%	64,913	11.0%	53,578	9.2%	255,172	30,391	5.9%	59,655	9.7%	74,753	10.6%
Income Taxes	20,547	3.0%	31,936	4.7%	97,779	22,803	3.7%	24,527	3.9%	20,823	3.5%	13,466	2.3%	81,619	10,661	2.1%	17,804	2.9%	18,446	2.6%
Net Income	53,146	7.9%	(17,759)	-2.6%	121,887	43,002	6.9%	46,349	7.4%	44,090	7.5%	40,112	6.9%	173,553	19,730	3.8%	41,851	6.8%	56,307	8.0%
Thousands of Shares O/S	56,704		56,341		56,476	56,128		55,943		55,788		55,807		56,476	55,101		51,925		52,243	
Diluted EPS	0.94		(0.32)		2.16	0.77		0.83		0.79		0.72		2.16	0.36		0.81		1.08	
Prior Year Revenue and EPS																				
Revenue	563,698	19.8%	666,201	2.6%	2,279,099	616,219	1.2%	704,190	-11.5%	675,312	-12.6%	683,287	-14.6%	2,679,008	623,623	-16.9%	623,500	-1.8%	589,934	19.2%
EPS	0.76	23.7%	0.33	-197.0%	2.36	0.64	20.3%	0.90	-7.8%	0.94	-16.0%	(0.32)	-325.0%	2.16	0.77	-53.2%	0.83	-2.4%	0.79	36.7%
Interest expense	5,690		5,718		21,820	5,956		5,205		4,704		3,380		19,245	3,722		3,664		3,088	
Depreciation/Amortization	22,691		20,170		83,003	19,607		19,052		19,305		18,686		76,650	19,095		18,264		17,920	
FAS 123R Equity Compensation	7,044		6,298		26,609	5,041		3,593		1,015		260		9,909	3,455		4,869		7,115	
EBTIDA	102,074		40,065		324,489	91,368		95,133		88,922		75,644		351,067	53,208		81,583		95,761	
EBTIDAR	109,118		46,363		351,098	96,409		98,726		89,937		75,904		360,976	56,663		86,452		102,876	
Income Tax Rate	27.9%		225.3%		44.5%	34.7%		34.6%		32.1%		25.1%		32.0%	35.1%		29.8%		24.7%	