

Nu Skin Enterprises, Inc.
Revenue and Exchange Rate Data
Q3 2017 to Q3 2019

	Q3 2017	%	Q4 2017	%	Annual 2017	%	Q1 2018	%	Q2 2018	%	Q3 2018	%	Q4 2018	%	Annual 2018	%	Q1 2019	%	Q2 2019	%	Q3 2019	%
Selected Average Exchange Rates																						
Japan	110.99		112.89		112.14		108.24		109.17		111.51		112.76		110.43		110.24		109.86		107.32	
South Korea	1,132.68		1,104.33		1,128.31		1,072.74		1,080.36		1,121.12		1,128.32		1,101.68		1,125.04		1,165.84		1,194.44	
Taiwan	30.25		30.07		30.37		29.29		29.75		30.67		30.83		30.16		30.82		31.11		31.21	
Hong Kong	7.82		7.81		7.80		7.83		7.85		7.85		7.83		7.84		7.85		7.84		7.83	
China	6.67		6.61		6.74		6.36		6.38		6.81		6.92		6.62		6.75		6.83		7.03	
Singapore	1.36		1.35		1.38		1.32		1.33		1.37		1.37		1.35		1.35		1.36		1.38	
Malaysia	4.26		4.15		4.29		3.92		3.96		4.09		4.17		4.05		4.09		4.15		4.17	
Thailand	33.35		32.91		33.87		31.55		31.96		32.96		32.81		32.30		31.63		31.61		30.71	
Selected Local Currency Revenues																						
Japan - Thousand Yen	6,938,318		7,633,622		28,717,372		6,843,366		6,999,216		7,097,500		7,211,340		28,149		6,846,896		7,168,475		7,211,582	
South Korea - Thousand Won	101,078,098		113,818,876		408,100,701		95,398,768		98,986,905		100,859,319		116,036,429		411,367		94,337,979		98,783,955		94,880,341	
Taiwan - Thousand NT\$	656,010		771,566		2,792,846		655,337		671,488		700,942		776,686		2,805		644,903		737,851		674,232	
Hong Kong- Thousand HK\$	151,343		163,724		582,536		145,736		232,559		173,312		176,575		728		154,044		156,709		147,569	
China - Thousand RMB	1,150,293		1,469,643		4,833,451		1,255,705		1,565,911		1,542,954		1,501,352		5,866		1,406,606		1,265,305		1,222,654	
Singapore - Thousand SG\$	15,104		14,668		57,622		13,365		15,497		17,160		17,151		63		12,787		12,605		13,620	
Malaysia - Thousand Ringgit	72,513		74,884		286,057		67,881		77,947		100,051		88,041		334		69,679		73,076		75,917	
Thailand - Thousand Baht	381,115		362,427		1,414,849		299,886		379,778		305,203		321,786		1,308		333,383		318,204		307,917	
US\$ Revenue (in millions)																						
China	172,556	30.6%	222,333	33.4%	716,991	31.5%	197,531	32.1%	245,256	34.8%	226,645	33.6%	217,040	31.8%	886,472	33.1%	208,488	33.4%	185,333	29.7%	173,974	29.5%
South Korea	89,238	15.8%	103,066	15.5%	361,692	15.9%	88,930	14.4%	91,624	13.0%	89,963	13.3%	102,840	15.1%	373,357	13.9%	83,853	13.4%	84,732	13.6%	79,435	13.5%
Indonesia	20,199	3.6%	21,970	3.3%	79,594	3.5%	21,276	3.5%	21,627	3.1%	21,880	3.2%	20,383	3.0%	85,166	3.2%	21,076	3.4%	22,170	3.6%	25,778	4.4%
Malaysia	17,019	3.0%	18,026	2.7%	66,652	2.9%	17,309	2.8%	19,694	2.8%	24,439	3.6%	21,109	3.1%	82,551	3.1%	17,036	2.7%	17,613	2.8%	18,223	3.1%
Singapore	11,111	2.0%	10,837	1.6%	41,779	1.8%	10,136	1.6%	11,611	1.6%	12,553	1.9%	12,476	1.8%	46,776	1.7%	9,438	1.5%	9,245	1.5%	9,899	1.7%
Thailand	11,429	2.0%	11,013	1.7%	41,768	1.8%	9,505	1.5%	11,883	1.7%	9,259	1.4%	9,808	1.4%	40,455	1.5%	10,541	1.7%	10,068	1.6%	10,027	1.7%
Other Southeast Asia	11,383	2.0%	12,074	1.8%	38,838	1.7%	12,634	2.1%	14,408	2.0%	18,176	2.7%	16,724	2.4%	61,942	2.3%	14,404	2.3%	16,299	2.6%	15,036	2.5%
Canada	11,462	2.0%	14,123	2.1%	47,164	2.1%	12,003	1.9%	14,940	2.1%	13,605	2.0%	13,796	2.0%	54,344	2.0%	11,740	1.9%	12,224	2.0%	9,610	1.6%
Latin America	14,696	2.6%	18,854	2.8%	51,482	2.3%	18,782	3.0%	20,484	2.9%	17,914	2.7%	16,914	2.5%	74,094	2.8%	14,924	2.4%	14,938	2.4%	14,688	2.5%
Pacific	7,853	1.4%	9,331	1.4%	31,348	1.4%	8,799	1.4%	10,092	1.4%	10,016	1.5%	10,282	1.5%	39,189	1.5%	10,375	1.7%	12,169	2.0%	11,373	1.9%
USA	51,661	9.2%	60,027	9.0%	212,435	9.3%	52,705	8.6%	58,474	8.3%	52,045	7.7%	54,183	7.9%	217,407	8.1%	49,417	7.9%	53,510	8.6%	47,964	8.1%
Hong Kong	19,364	3.4%	20,968	3.1%	74,732	3.3%	18,618	3.0%	29,634	4.2%	22,092	3.3%	22,556	3.3%	92,900	3.5%	19,634	3.1%	19,992	3.2%	18,848	3.2%
Taiwan	21,686	3.8%	25,659	3.9%	91,964	4.0%	22,374	3.6%	22,572	3.2%	22,857	3.4%	25,190	3.7%	92,993	3.5%	20,924	3.4%	23,720	3.8%	21,601	3.7%
Japan	62,513	11.1%	67,620	10.2%	256,085	11.2%	63,224	10.3%	64,113	9.1%	63,649	9.4%	63,953	9.4%	254,939	9.5%	62,109	10.0%	65,251	10.5%	67,197	11.4%
Europe	36,754	6.5%	43,644	6.6%	146,388	6.4%	41,005	6.7%	40,631	5.8%	39,306	5.8%	45,569	6.7%	166,511	6.2%	37,640	6.0%	39,527	6.3%	32,147	5.4%
Russ/SAF/Israel/Ukr/Turk	3,379	0.6%	4,246	0.6%	13,887	0.6%	3,976	0.6%	3,379	0.5%	3,513	0.5%	5,015	0.7%	15,883	0.6%	4,178	0.7%	3,873	0.6%	3,595	0.6%
Other	1,395	0.2%	2,410	0.4%	6,300	0.3%	17,412	2.8%	23,768	3.4%	27,400	4.1%	25,449	3.7%	94,029	3.5%	27,846	4.5%	32,836	5.3%	30,539	5.2%
Revenue by Segment in US\$																						
Mainland China	172,556	30.6%	222,333	33.4%	716,991	31.5%	197,531.0	32.1%	245,256.0	34.8%	226,645.0	33.6%	217,040	31.8%	886,472	33.1%	208,488.0	33.4%	185,333.0	29.7%	173,974.0	29.5%
Americas/Pacific	85,672	15.2%	102,335	15.4%	342,429	15.0%	92,289.0	15.0%	103,990.0	14.8%	93,580.0	13.9%	95,175	13.9%	385,034	14.4%	86,456.0	13.9%	92,841.0	14.9%	83,635.0	14.2%
South Korea	89,238	15.8%	103,066	15.5%	361,692	15.9%	88,930.0	14.4%	91,624.0	13.0%	89,963.0	13.3%	102,840	15.1%	373,357	13.9%	83,853.0	13.4%	84,732.0	13.6%	79,435.0	13.5%
Southeast Asia	71,141	12.6%	73,920	11.1%	268,631	11.8%	70,860.0	11.5%	79,223.0	11.3%	86,307.0	12.8%	80,500	11.8%	316,890	11.8%	72,495.0	11.6%	75,395.0	12.1%	78,963.0	13.4%
Japan	62,513	11.1%	67,620	10.2%	256,085	11.2%	63,224.0	10.3%	64,113.0	9.1%	63,649.0	9.4%	63,953	9.4%	254,939	9.5%	62,109.0	10.0%	65,251.0	10.5%	67,197.0	11.4%
Hong Kong/Taiwan	41,050	7.3%	46,627	7.0%	166,696	7.3%	40,992.0	6.7%	52,206.0	7.4%	44,949.0	6.7%	47,746	7.0%	185,893	6.9%	40,558.0	6.5%	43,712.0	7.0%	40,449.0	6.9%
EMEA	40,133	7.1%	47,890	7.2%	160,275	7.0%	44,981.0	7.3%	44,010.0	6.2%	42,819.0	6.3%	50,584	7.4%	182,394	6.8%	41,818.0	6.7%	43,400.0	7.0%	35,742.0	6.1%
Other	1,395	0.2%	2,410	0.4%	6,300	0.3%	17,412.0	2.8%	23,768.0	3.4%	27,400.0	4.1%	25,449	3.7%	94,029	3.5%	27,846.0	4.5%	32,836.0	5.3%	30,539.0	5.2%
Total Revenue	563,698	100%	666,201	100%	2,279,099	100%	616,219	100%	704,190	100%	675,312	100%	683,287	100%	2,679,008	100%	623,623	100%	623,500	100%	589,934	100%