

Nu Skin Enterprises, Inc.
Income Statement Data
Q3 2017 to Q3 2019

In millions of US\$ (except per share data)

	Q3 2017	%	Q4 2017	%	Annual 2017	%	Q1 2018	%	Q2 2018	%	Q3 2018	%	Q4 2018	%	Annual 2018	%	Q1 2019	%	Q2 2019	%	Q3 2019	%
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%
Cost of Sales	120,832	21.4%	148,459	22.3%	502,078	22.0%	146,281	23.7%	168,549	23.9%	157,457	23.3%	161,853	23.7%	634,140	23.7%	146,664	23.5%	154,028	24.7%	140,162	23.8%
Gross Margin	442,866	78.6%	517,742	77.7%	1,777,021	78.0%	469,938	76.3%	535,641	76.1%	517,855	76.7%	521,434	76.3%	2,044,868	76.3%	476,959	76.5%	469,472	75.3%	449,772	76.2%
Operating Expenses																						
Selling Expenses	235,285	41.7%	265,378	39.8%	938,024	41.2%	257,702	41.8%	272,757	38.7%	271,509	40.2%	269,052	39.4%	1,071,020	40.0%	249,708	40.0%	245,828	39.4%	231,937	39.3%
General & Administrative	143,219	25.4%	153,244	23.0%	564,514	24.8%	153,246	24.9%	180,120	25.6%	165,671	24.5%	163,265	23.9%	662,302	24.7%	158,598	25.4%	149,442	24.0%	147,943	25.1%
Restructuring Costs	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	70,686	10.3%	70,686	2.6%	-	0.0%	-	0.0%	-	0.0%
Total Operating	378,504	67.1%	418,622	62.8%	1,502,538	65.9%	410,948	66.7%	452,877	64.3%	437,180	64.7%	503,003	73.6%	1,804,008	67.3%	408,306	65.5%	395,270	63.4%	379,880	64.4%
Operating Income	64,362	11.4%	99,120	14.9%	274,483	12.0%	58,990	9.6%	82,764	11.8%	80,675	11.9%	18,431	2.7%	240,860	9.0%	68,653	11.0%	74,202	11.9%	69,892	11.8%
Other Income	(1,172)	-0.2%	(446)	-0.1%	(8,916)	-0.4%	1,207	0.2%	(11,165)	-1.6%	(6,982)	-1.0%	(4,254)	-0.6%	(21,194)	-0.8%	(2,848)	-0.5%	(3,326)	-0.5%	(4,979)	-0.8%
Income Before Tax	63,190	11.2%	98,674	14.8%	265,567	11.7%	60,197	9.8%	71,599	10.2%	73,693	10.9%	14,177	2.1%	219,666	8.2%	65,805	10.6%	70,876	11.4%	64,913	11.0%
Income Taxes	21,518	3.8%	80,439	12.1%	136,130	6.0%	24,658	4.0%	20,638	2.9%	20,547	3.0%	31,936	4.7%	97,779	3.6%	22,803	3.7%	24,527	3.9%	20,823	3.5%
Net Income	41,672	7.4%	18,235	2.7%	129,437	5.7%	35,539	5.8%	50,961	7.2%	53,146	7.9%	(17,759)	-2.6%	121,887	4.5%	43,002	6.9%	46,349	7.4%	44,090	7.5%
Thousands of Shares O/S	54,834		55,053		54,852		55,959		56,713		56,704		56,341		56,476		56,128		55,943		55,788	
Diluted EPS	0.76		0.33		2.36		0.64		0.90		0.94		(0.32)		2.16		0.77		0.83		0.79	
Prior Year Revenue and EPS																						
Revenue	604,162	-6.7%	531,329	25.4%	2,207,797	3.2%	499,099	23.5%	550,101	28.0%	563,698	19.8%	666,201	2.6%	2,279,099	17.5%	616,219	1.2%	704,190	-11.5%	675,312	-12.6%
EPS	0.98	-22.4%	0.69	-52.2%	2.55	-7.5%	0.51	25.5%	0.77	16.9%	0.76	23.7%	0.33	-197.0%	2.36	-8.5%	0.64	20.3%	0.90	-7.8%	0.94	-16.0%
Interest expense	5,968		4,611		22,189		4,305		6,107		5,690		5,718		21,820		5,956		5,205		4,704	
Depreciation/Amortization	17,445		19,039		71,564		18,907		21,235		22,691		20,170		83,003		19,607		19,052		19,305	
FAS 123R Equity Compensation	6,912		4,821		19,314		6,761		6,506		7,044		6,298		26,609		5,041		3,593		1,015	
EBTIDA	86,603		122,324		359,320		83,409		98,941		102,074		40,065		324,489		91,368		95,133		88,922	
EBTIDAR	93,515		127,145		378,634		90,170		105,447		109,118		46,363		351,098		96,409		98,726		89,937	
Income Tax Rate	34.1%		81.5%		51.3%		41.0%		28.8%		27.9%		225.3%		44.5%		34.7%		34.6%		32.1%	