



# Financial Highlights

## Q3 2018

November 7, 2018

**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, acquisitions, strategy and new product introductions; projections regarding revenue, earnings per share, foreign currency fluctuations, tax rates, 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:

- adverse publicity related to the company's business, products, industry or any legal actions or complaints by the company's sales force or others;
- 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;
- any failure of current or planned initiatives or products to generate interest among the company's 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;
- uncertainties regarding the future financial performance of the company's recent acquisitions;
- 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 the company over-forecasts demand for a product or changes its 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;
- unpredictable economic conditions and events globally;
- uncertainties related to interpretation of, and forthcoming regulations under, the recently enacted U.S. tax reform legislation; the company's future tax-planning initiatives; 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 unfavorable 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

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Revenue +20%



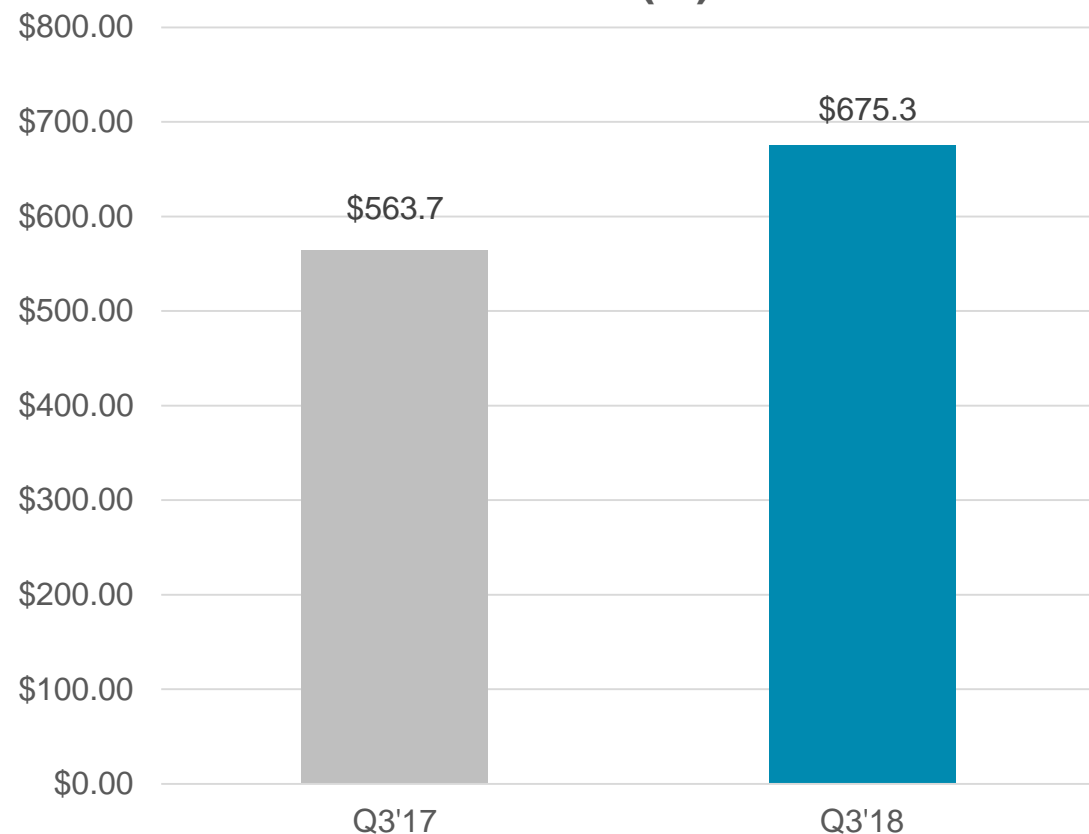
Earnings per share +24%



Growth strategy execution:  
Customers +9%, Sales Leaders +14%

# Q3 Results

## Revenue (M)



\$675.3 million, up 20%, positively impacted by sales leaders and customer growth. Partially offset by (3%) FX headwind.

## EPS



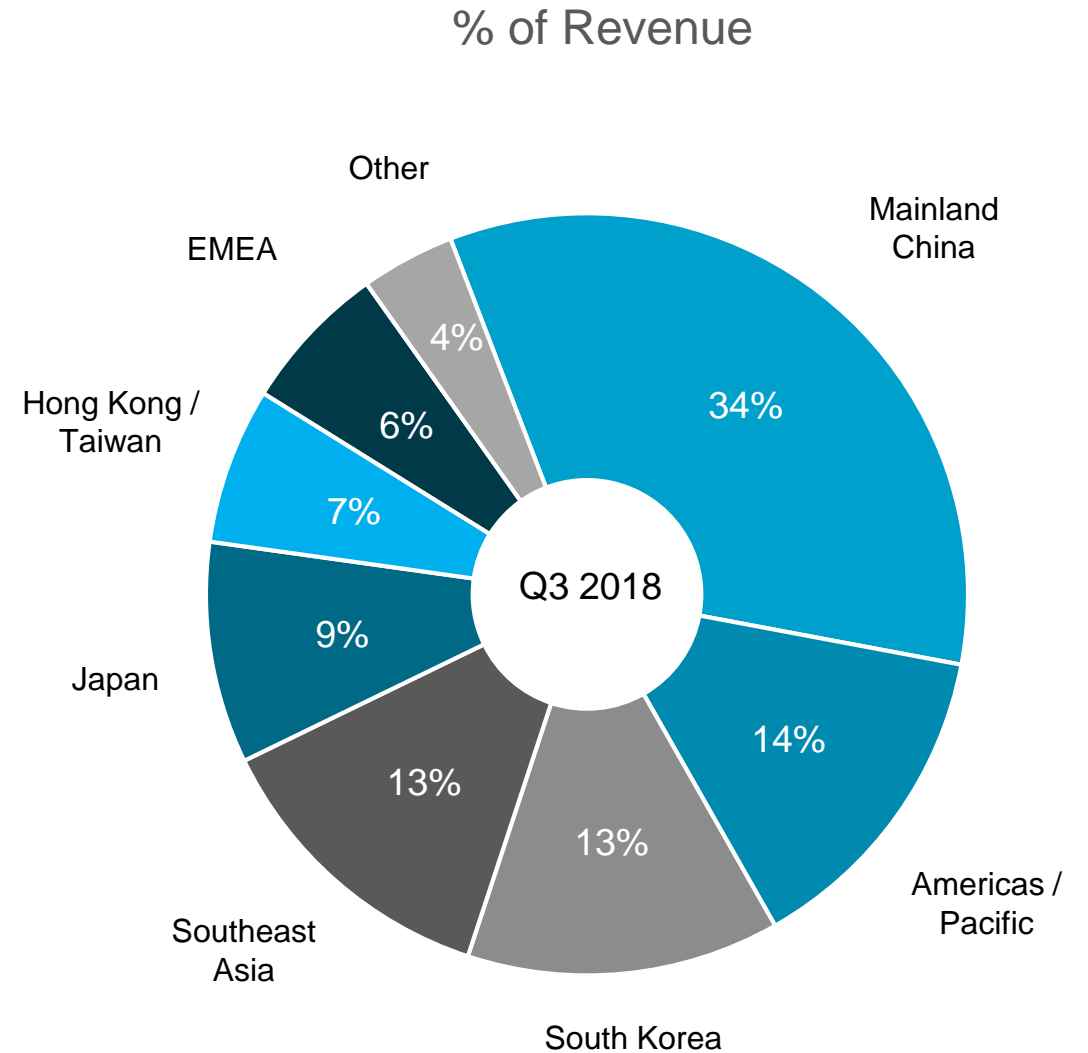
Increased 24% to \$0.94, compared to \$0.76 in the prior-year period. Reflects an (\$0.07) FX translation loss and (\$0.04) purchase accounting charge.



# Q3 Revenue Results

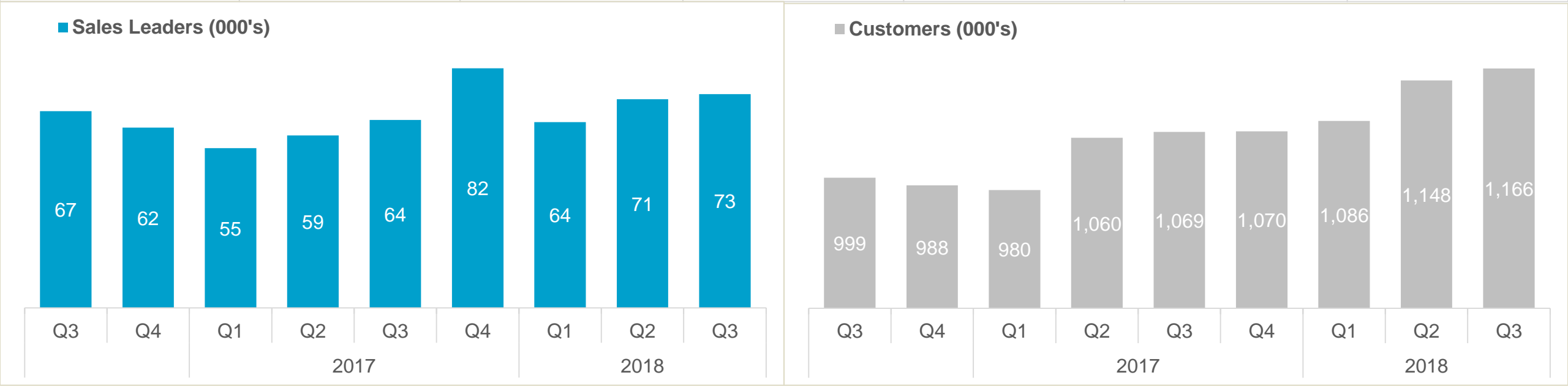
## Highlights

- 20% YOY revenue growth
- LumiSpa contributed \$72.5 m
- Reported growth in all regions



# Sales Force Performance

Market	Q3 2018		Q3 2017		YOY % Change	
	Customers	Sales Leaders	Customers	Sales Leaders	Customers	Sales Leaders
Mainland China	210,000	33,300	190,000	25,600	11%	30%
Korea	180,000	7,700	185,000	8,400	(3%)	(8%)
Americas/Pacific	277,000	8,500	237,000	8,000	17%	6%
S.E. Asia	147,000	8,700	127,000	7,100	16%	23%
Japan	131,000	6,200	131,000	6,500	-	(5%)
HK/Taiwan	76,000	4,400	71,000	4,300	7%	2%
EMEA	145,000	4,300	128,000	4,300	13%	-
Total	1,166,000	73,100	1,069,000	64,200	9%	14%



# Mainland China

## Q3 Highlights

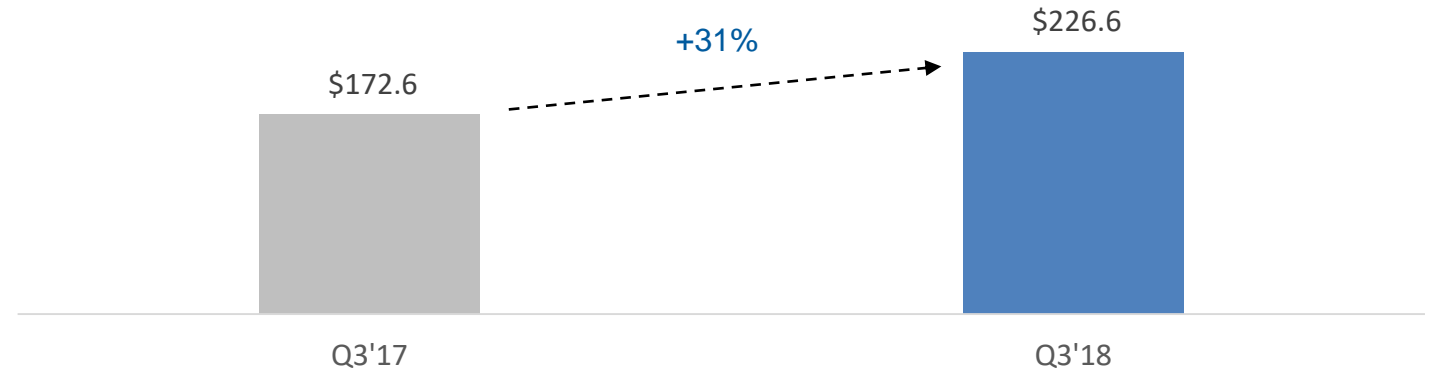
Local currency revenue growth +34%

Sales Leader growth +30%

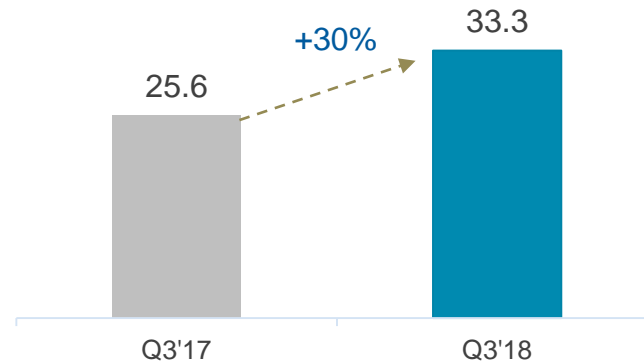
Strong interest in Probiotic launch

Continued customer demand for products

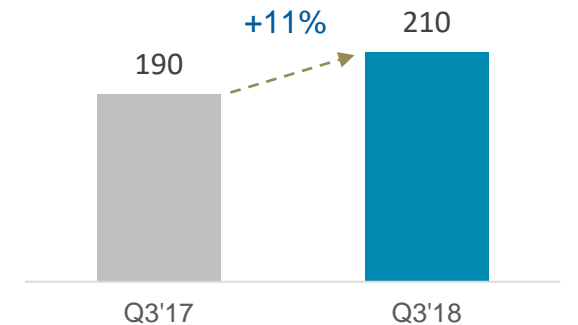
Mainland China Revenue (millions)



Sales Leaders (000's)



Customers (000's)



# Americas / Pacific

## Q3 Highlights

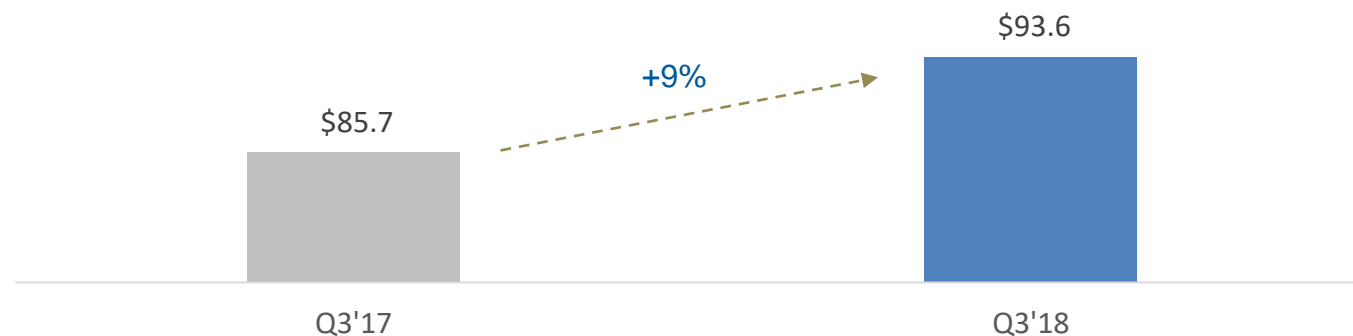
Local currency revenue growth +20%

Social sharing remains key driver

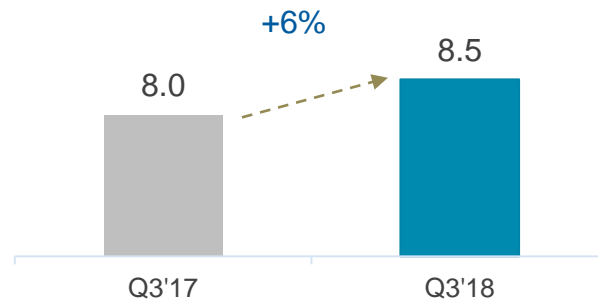
October Velocity launch in Latin America

Strong growth in Mexico, Argentina and Chile

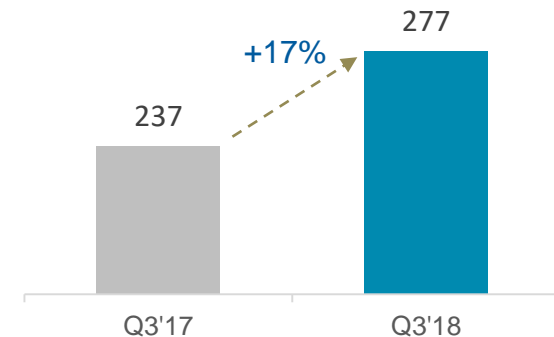
Americas / Pacific Revenue (millions)



Sales Leaders (000's)



Customers (000's)





# SOUTH KOREA

## Q3 Highlights

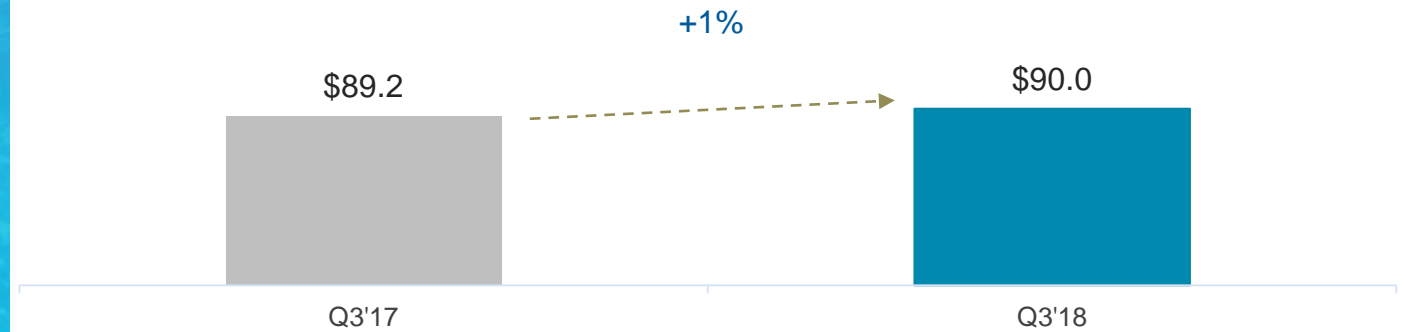
Constant currency revenue even

Preparation for Velocity launch in October

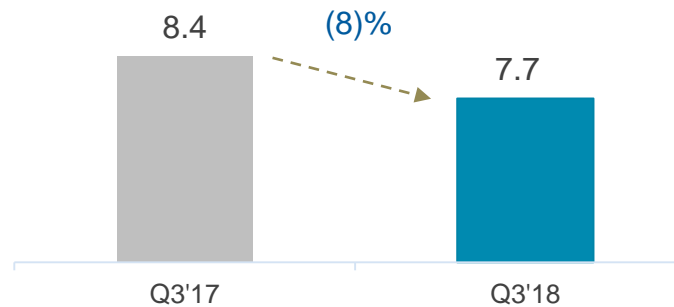
Sequential improvement in sales leaders

Restage of best-selling Nu Skin 180°

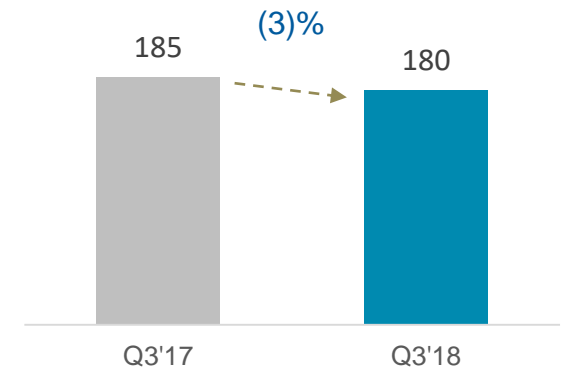
S. Korea Revenue (000's)



Sales Leaders (000's)



Customers (000's)



# SEA

## Q3 Highlights

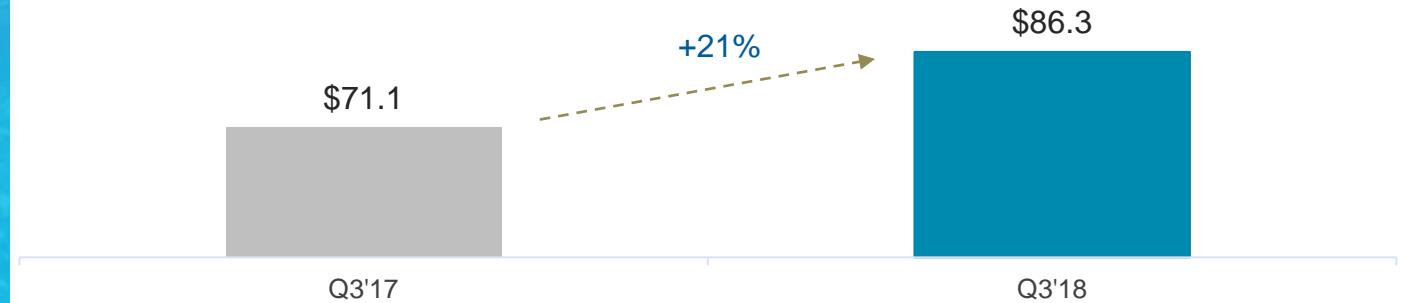
Local currency revenue growth +24%

Growth driven by social sharing initiatives

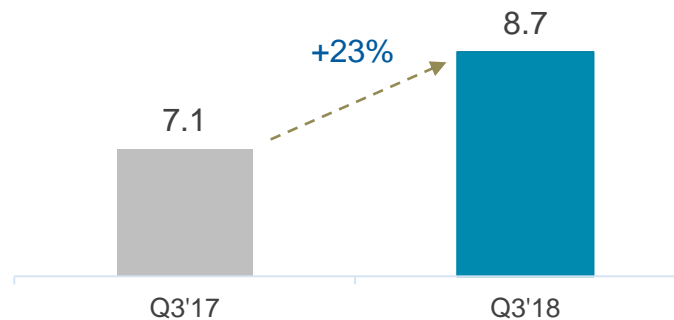
Strong sales leaders and customer growth

Continued momentum with LumiSpa

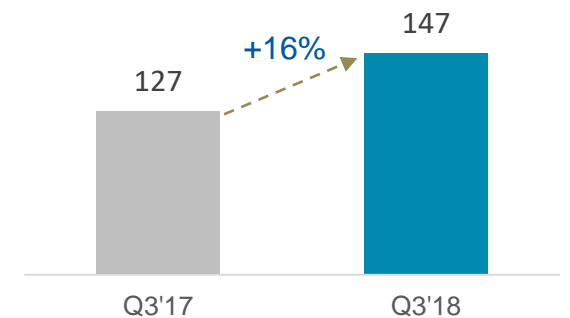
SEA Revenue (000's)



Sales Leaders (000's)



Customers (000's)



# JAPAN

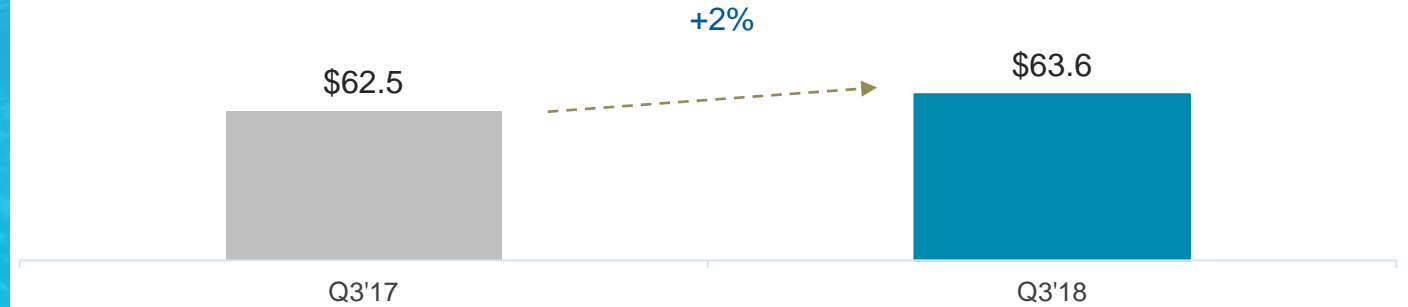
## Q3 Highlights

Local currency revenue growth +2%

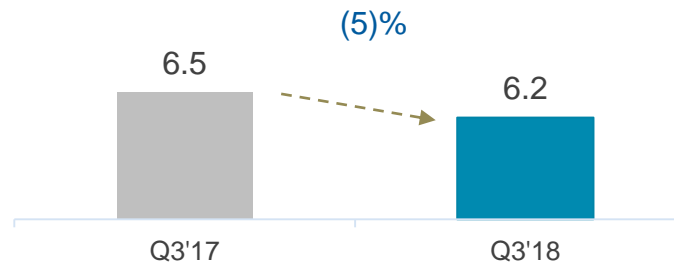
Challenging regulatory environment and aging demographic

Q3 Velocity launch benefitted customer acquisition

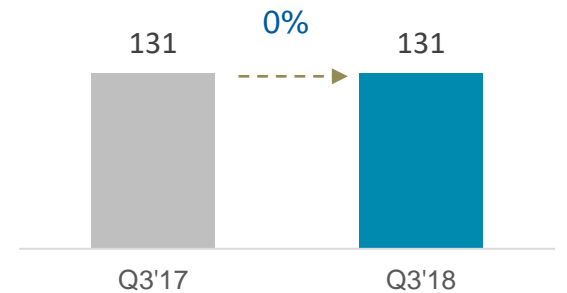
Japan Revenue (000's)



Sales Leaders (000's)



Customers (000's)



# HONG KONG / TAIWAN

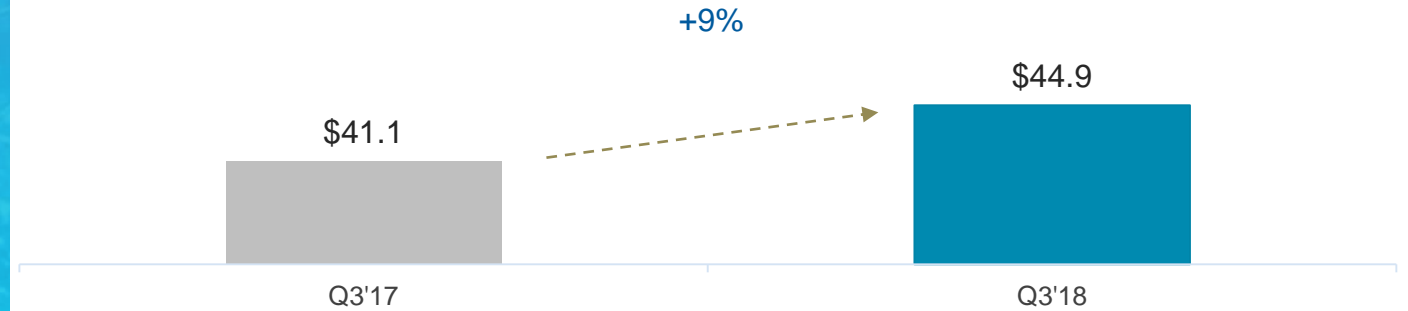
## Q3 Highlights

Local currency revenue growth +10%

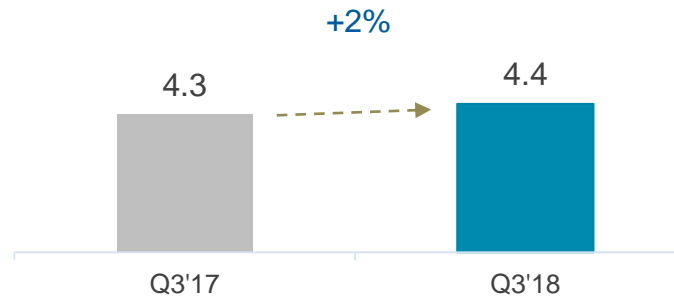
Customer and sales leader growth

Strong interest in LumiSpa

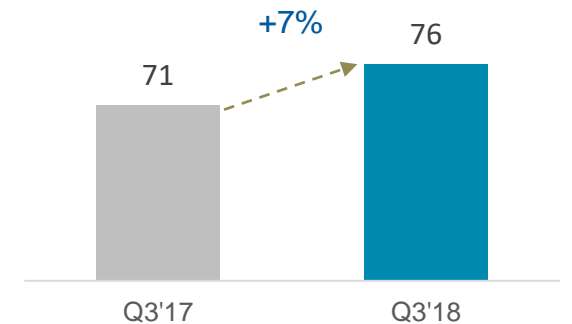
HK/Taiwan Revenue (000's)



Sales Leaders (000's)



Customers (000's)



# EMEA

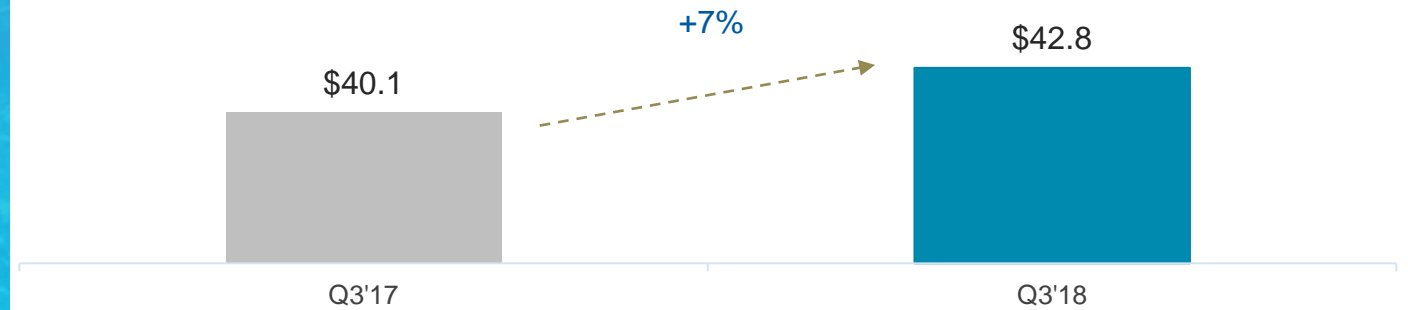
## Q3 Highlights

Local currency revenue growth +8%

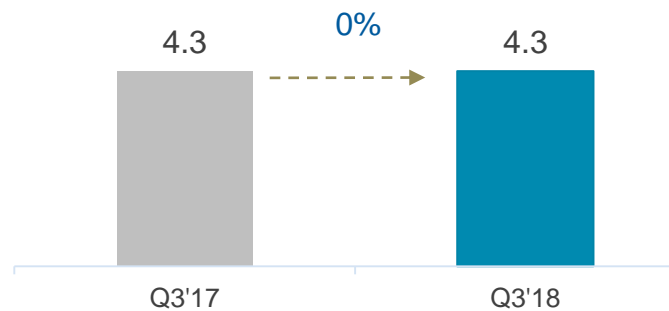
Positive results from product initiatives

Continued expansion of social sharing

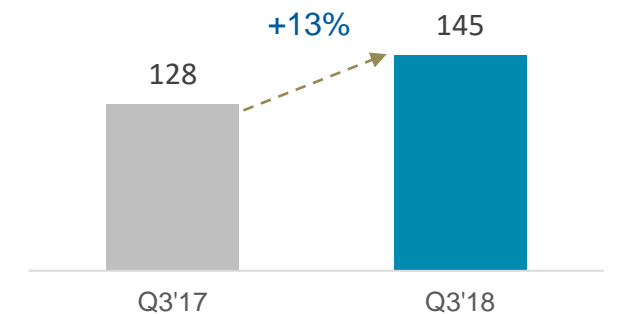
EMEA Revenue (000's)



Sales Leaders (000's)

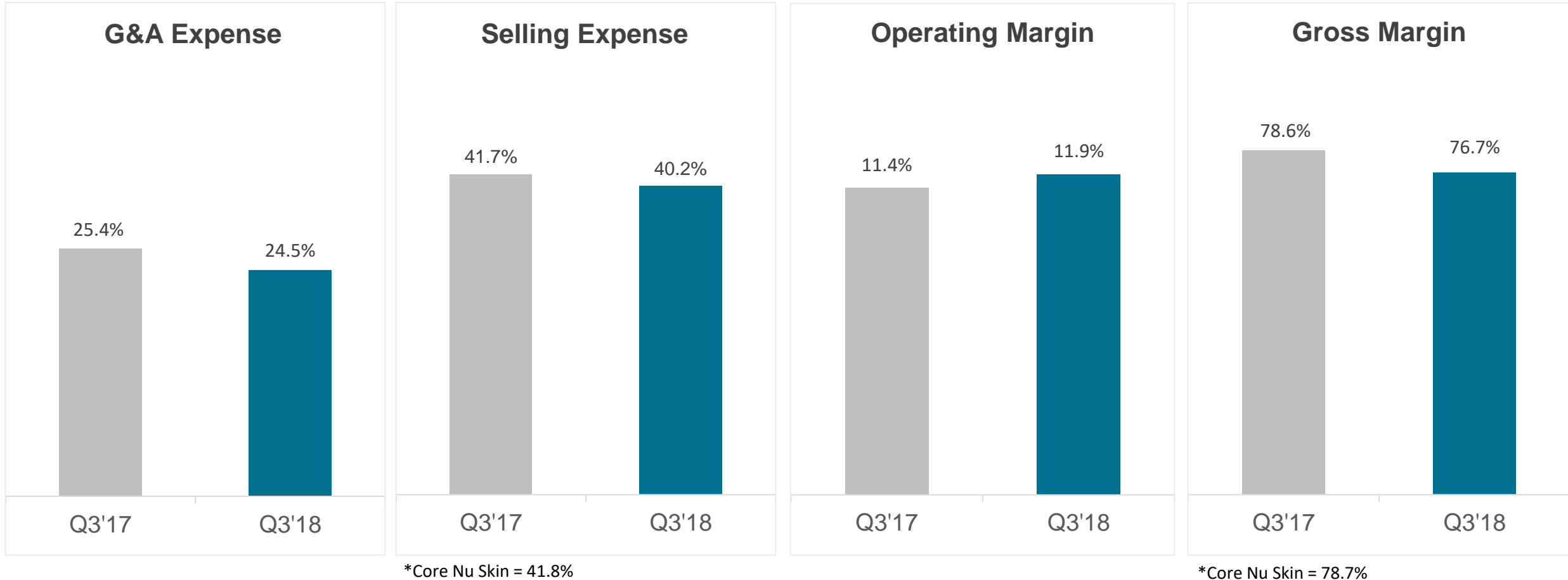


Customers (000's)





# Operational Performance



# Shareholder Value

Annual Dividend



Cash Usage

## Q3 Dividend Payment

- \$20.3 million

## Q3 Stock Repurchases

- \$12.4 million
- \$492 million remaining in authorization



# Q4 Outlook

Q4 Revenue:	\$665 to \$685 million (0%-3% growth) and includes an approx. 4%-5% negative fx impact
Q4 EPS:	\$1.00 to \$1.07 which includes an estimated \$0.04 purchase accounting charge
2018 Revenue:	\$2.66 billion to \$2.68 billion, 17% to 18% growth – neutral fx impact
2018 EPS:	\$3.48 to \$3.55 including (\$0.20) fx and (\$0.16) purchase accounting charges

