



Financial Highlights

Q1 2019

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ENTERPRISES

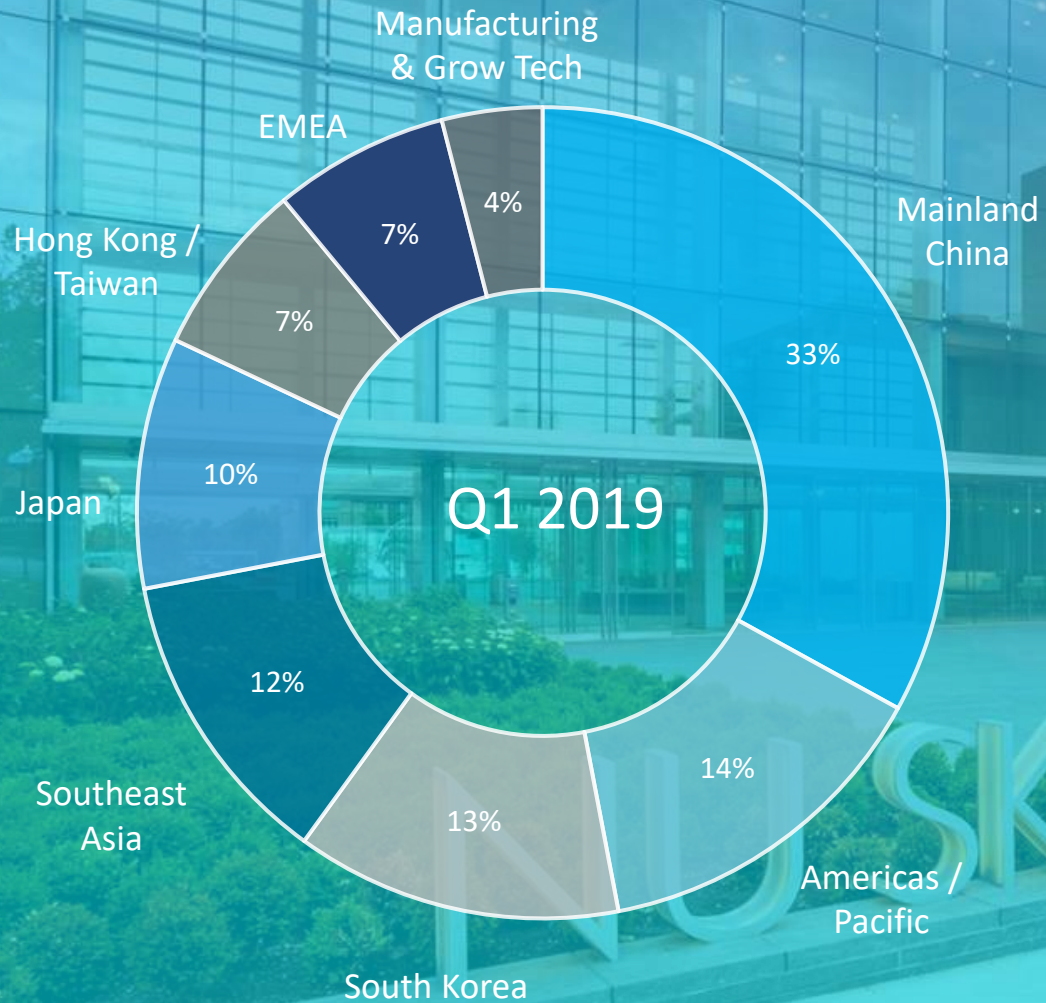
Important information regarding forward-looking statements: This presentation contains forward-looking statements within the meaning of federal and state securities laws that represent the company's current expectations and beliefs. All statements other than statements of historical fact are "forward-looking 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 and acquired companies' performance, 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.

Q1 Highlights



1% YOY revenue growth, 7% Constant Currency

EPS \$0.77 compared to \$0.64, +20%

Growth strategy helped drive 10% increase in customer acquisition

Q1 Results

Revenue (M)

EPS



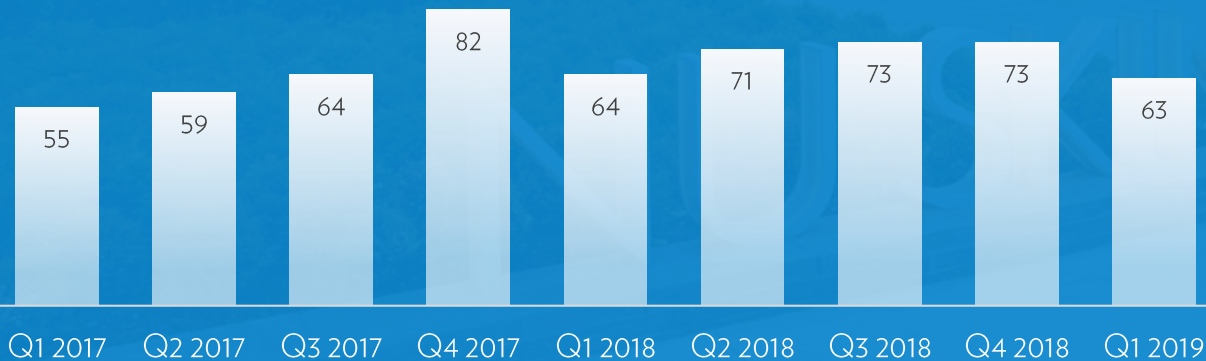
\$623.6, up +1%, +7% constant currency growth offset by (6%) fx headwind or (\$33.3 M).

\$0.77 compared to \$0.64 , +20%

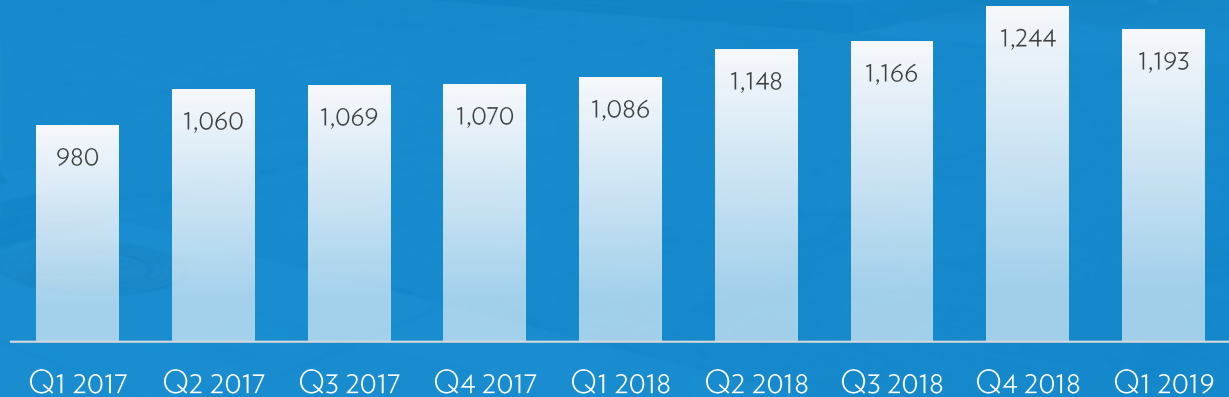
Sales Force Performance

Market	Q1 2019		Q1 2018		YOY % Change	
	Customers	Sales Leaders	Customers	Sales Leaders	Customers	Sales Leaders
Mainland China	272,053	26,986	200,231	27,045	36%	-
Americas/Pacific	242,925	7,862	245,588	8,248	(1%)	(5%)
South Korea	181,150	6,671	179,384	7,338	1%	(9%)
S.E. Asia	138,112	7,071	117,689	6,559	17%	8%
Japan	126,526	5,840	128,598	6,198	(2%)	(6%)
HK/Taiwan	70,354	3,959	72,401	3,864	(3%)	2%
EMEA	162,086	4,859	141,673	4,246	14%	14%
Total	1,193,206	63,248	1,085,564	63,498	10%	-

■ Sales Leaders (000s)



■ Customers (000s)



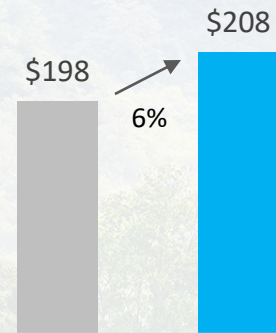
MAINLAND CHINA

Strong momentum from beauty device sales

Customer growth due to successful initiatives

Sales Leaders constant with prior year

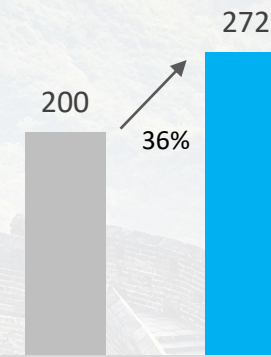
Revenue (millions)



Q1 2018

Q1 2019

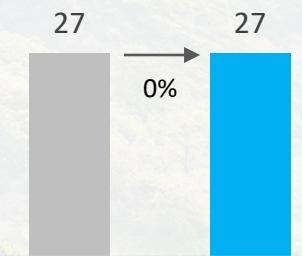
Customers (000's)



Q1 2018

Q1 2019

Sales Leaders (000's)



Q1 2018

Q1 2019

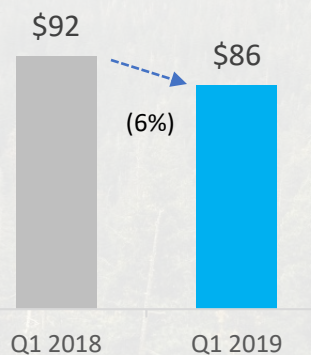
AMERICAS & PACIFIC

Strong growth in Mexico and Pacific

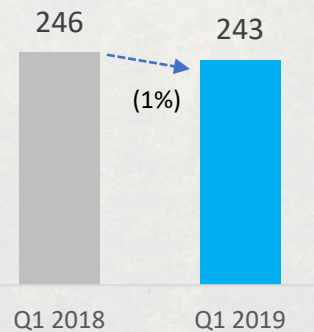
Began business operations in Peru

Argentina impacted by macroeconomic trends

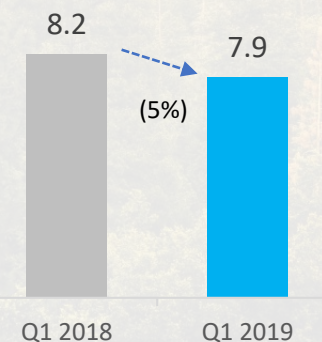
Revenue (millions)



Customers (000's)



Sales Leaders (000's)

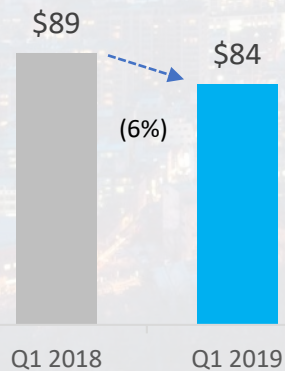


Focus on local product initiatives

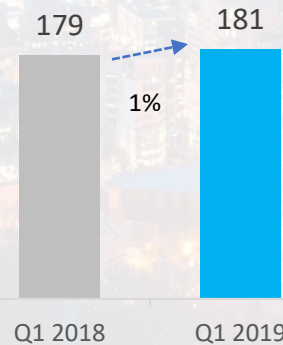
Sales Leaders impacted by Velocity

Challenging competitive pressures

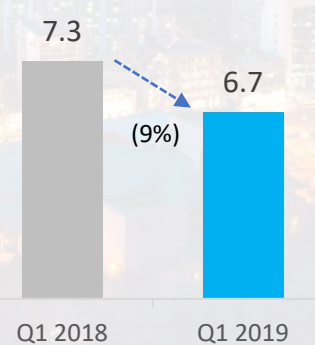
Revenue (millions)



Customers (000's)



Sales Leaders (000's)



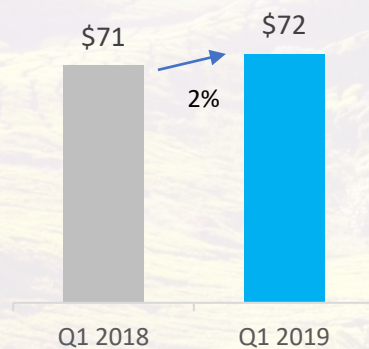
SOUTH KOREA

Strong revenue from Thailand and Vietnam

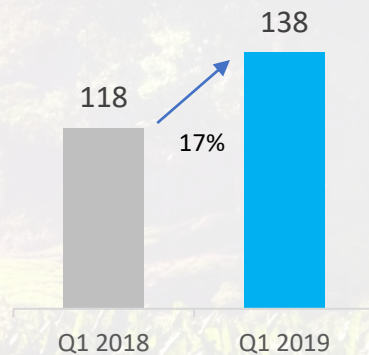
Customer growth from social sharing initiatives

Social sharing expansion

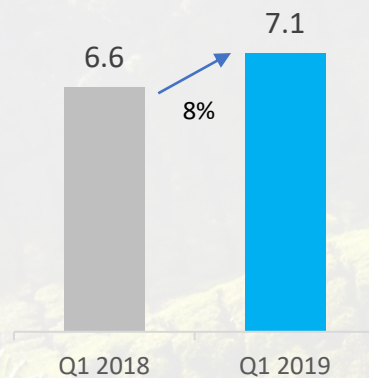
Revenue (millions)



Customers (000's)



Sales Leaders (000's)



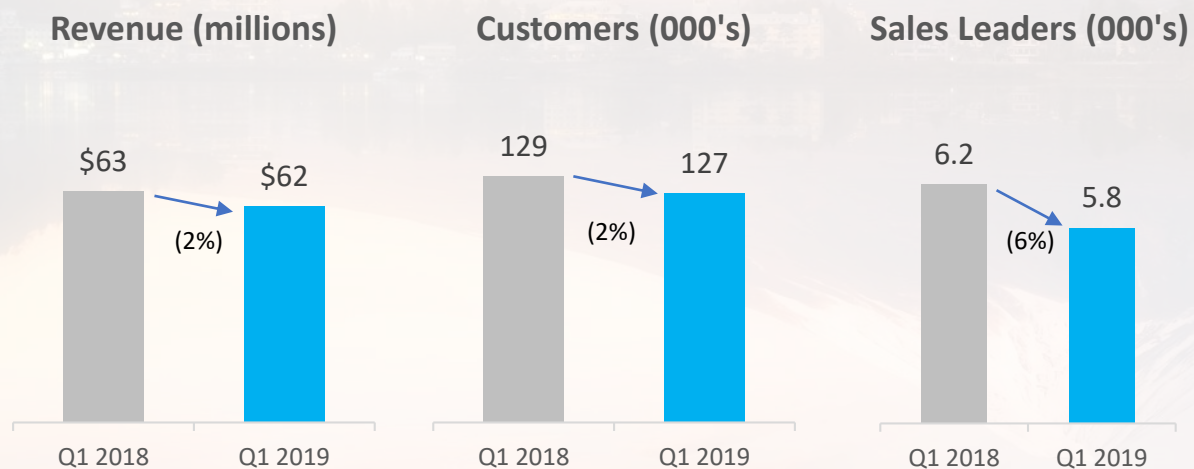
SOUTHEAST
ASIA

JAPAN

Shifting demographics through social sharing

Experienced improving revenue trends

Challenging regulatory envir. & aging demographic



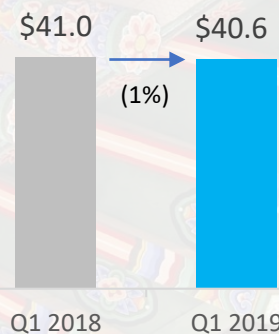
HONG KONG & TAIWAN

Effective use of social promotions

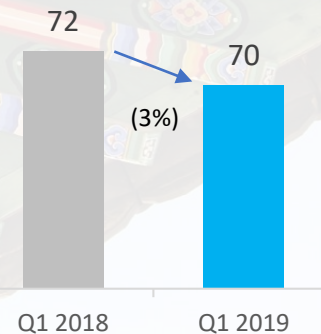
Continued momentum in Hong Kong

Tough YOY comp – LumiSpa launch

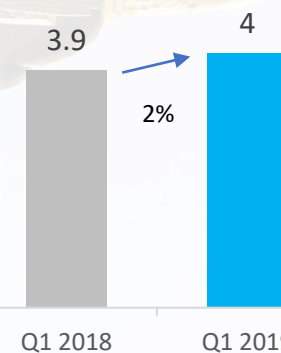
Revenue (millions)



Customers (000's)



Sales Leaders (000's)



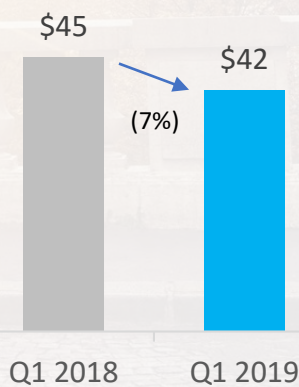
EMEA

Growth in key direct selling markets

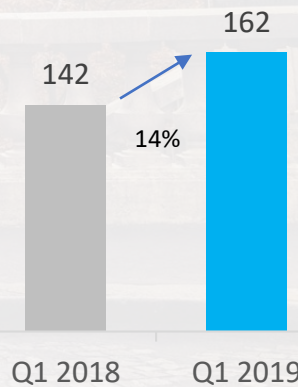
Sales Leaders and customers benefitted by Velocity and social sharing initiatives.

8% negative foreign-currency impact

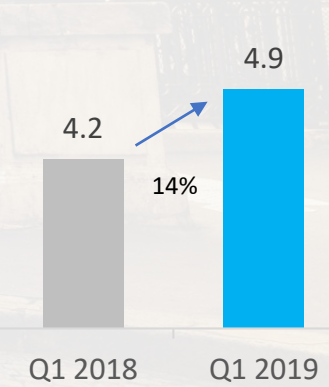
Revenue (millions)



Customers (000's)



Sales Leaders (000s)



Operational Performance

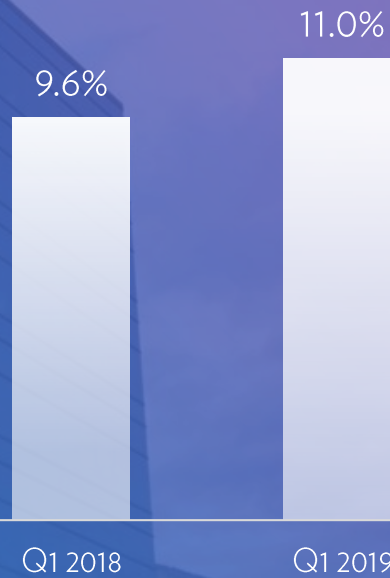
G&A Expense



Selling Expenses



Operating Margin



Gross Margin



Shareholder Value

Q1 Dividend Payment
- \$20.5 million

Q1 Stock Repurchases
- \$0.8 million
- \$470.2 million remaining in authorization



Q2 Outlook

Q2 2019 Revenue:

- \$660 to \$680 million
- Approx. (4%) to (5%) fx impact
- Prior year included approx. \$95m of LumiSpa sales driven by Mainland China introduction

Q2 2019 EPS:

- \$0.91 to \$0.98

2019 Revenue:

- \$2.76 billion to \$2.81 billion, 3% to 5% growth
- Approx. (2%) to (3%) fx impact

2019 EPS:

- \$3.80 to \$4.05

