

Nu Skin Enterprises, Inc.
Income Statement Data
Q4 2017 to Q4 2019
In millions of US\$ (except per share data)

	Q4 2017		Annual 2017		Q1 2018		Q2 2018		Q3 2018		Q4 2018		Annual 2018		Q1 2019		Q2 2019		Q3 2019		Q4 2019		Annual 2019	
		%		%		%		%		%		%		%		%		%		%		%		%
Revenue	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%	583,359	100%	2,420,416	100%
Cost of Sales	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%	140,566	24.1%	581,420	24.0%
Gross Margin	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%	442,793	75.9%	1,838,996	76.0%
Operating Expenses																								
Selling Expenses	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%	228,127	39.1%	955,600	39.5%
General & Administrative	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%	159,987	27.4%	615,970	25.4%
Restructuring Costs	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	70,686	2.6%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Total Operating	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%	388,114	66.5%	1,571,570	64.9%
Operating Income	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%	54,679	9.4%	267,426	11.0%
Other Income	(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%	(1,101)	-0.2%	(12,254)	-0.5%
Income Before Tax	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%	53,578	9.2%	255,172	10.5%
Income Taxes	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%	13,466	2.3%	81,619	3.4%
Net Income	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%	40,112	6.9%	173,553	7.2%
Thousands of Shares O/S	55,053		54,852		55,959		56,713		56,704		56,341		56,476		56,128		55,943		55,788		55,807		56,476	
Diluted EPS	0.33		2.36		0.64		0.90		0.94		(0.32)		2.16		0.77		0.83		0.79		0.72		2.16	
Prior Year Revenue and EPS																								
Revenue	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%	683,287	-14.6%	2,679,008	-9.7%
EPS	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%	(0.32)	-325.0%	2.16	0.0%
Interest expense	4,611		22,189		4,305		6,107		5,690		5,718		21,820		5,956		5,205		4,704		3,380		19,245	
Depreciation/Amortization	19,039		71,564		18,907		21,235		22,691		20,170		83,003		19,607		19,052		19,305		18,686		76,650	
FAS 123R Equity Compensation	4,821		19,314		6,761		6,506		7,044		6,298		26,609		5,041		3,593		1,015		260		9,909	
EBTIDA	122,324		359,320		83,409		98,941		102,074		40,065		324,489		91,368		95,133		88,922		75,644		351,067	
EBTIDAR	127,145		378,634		90,170		105,447		109,118		46,363		351,098		96,409		98,726		89,937		75,904		360,976	
Income Tax Rate	81.5%		51.3%		41.0%		28.8%		27.9%		225.3%		44.5%		34.7%		34.6%		32.1%		25.1%		32.0%	