

Nu Skin Enterprises, Inc.
Income Statement Data
Q1 2021 to Q1 2023

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

	Q1 2021	%	Q2 2021	%	Q3 2021	%	Q4 2021	%	Annual 2021	%	Q1 2022	%	Q2 2022	%	Q3 2022	%	Q4 2022	%	Annual 2022	%	Q1 2023	%
Revenue	677,026	100%	704,055	100%	641,152	100%	673,436	100%	2,695,669	100%	604,899	100%	560,615	100%	537,805	100%	522,340	100%	2,225,659	100%	481,462	100%
Cost of Sales	170,566	25.2%	171,975	24.4%	158,907	24.8%	173,775	25.8%	675,223	25.0%	161,499	26.7%	148,100	26.4%	173,500	32.3%	147,816	28.3%	630,915	28.3%	133,588	27.7%
Gross Margin	506,460	74.8%	532,080	75.6%	482,245	75.2%	499,661	74.2%	2,020,446	75.0%	443,400	73.3%	412,515	73.6%	364,305	67.7%	374,524	71.7%	1,594,744	71.7%	347,874	72.3%
Operating Expenses																						
Selling Expenses	275,965	40.8%	280,589	39.9%	260,333	40.6%	263,265	39.1%	1,080,153	40.1%	242,699	40.1%	219,426	39.1%	216,478	40.3%	201,031	38.5%	879,634	39.5%	188,124	39.1%
General & Administrative	167,582	24.8%	166,115	23.6%	156,528	24.4%	164,206	24.4%	654,431	24.3%	148,556	24.6%	141,562	25.3%	137,987	25.7%	127,664	24.4%	555,769	25.0%	133,899	27.8%
Restructuring Costs	-	0.0%	-	0.0%	-	0.0%	51,870	7.7%	51,870	1.9%	-	0.0%	-	0.0%	30,124	5.6%	18,370	3.5%	48,494	2.2%	9,787	2.0%
Total Operating	443,547	65.5%	446,704	63.4%	416,861	65.0%	479,342	71.2%	1,786,454	66.3%	391,255	64.7%	360,988	64.4%	384,589	71.5%	347,065	66.4%	1,483,897	66.7%	331,810	68.9%
Operating Income	62,913	9.3%	85,376	12.1%	65,384	10.2%	20,319	3.0%	233,992	8.7%	52,145	8.6%	51,527	9.2%	(20,284)	-3.8%	27,459	5.3%	110,847	5.0%	16,064	3.3%
Other Income	1,582	0.2%	(4,013)	-0.6%	2,781	0.4%	(1,883)	-0.3%	(1,533)	-0.1%	(1,453)	-0.2%	(8,640)	-1.5%	(8,680)	-1.6%	(3,104)	-0.6%	(21,877)	-1.0%	(1,476)	-0.3%
Income Before Tax	64,495	9.5%	81,363	11.6%	68,165	10.6%	18,436	2.7%	232,459	8.6%	50,692	8.4%	42,887	7.6%	(28,964)	-5.4%	24,355	4.7%	88,970	4.0%	14,588	3.0%
Income Taxes	17,065	2.5%	22,026	3.1%	18,436	2.9%	27,666	4.1%	85,193	3.2%	11,976	2.0%	8,650	1.5%	(3,574)	-0.7%	(32,860)	-6.3%	(15,808)	-0.7%	3,212	0.7%
Net Income	47,430	7.0%	59,337	8.4%	49,729	7.8%	(9,230)	-1.4%	147,266	5.5%	38,716	6.4%	34,237	6.1%	(25,390)	-4.7%	57,215	11.0%	104,778	4.7%	11,376	2.4%
Thousands of Shares O/S	52,172		51,557		51,260		50,801		51,427		51,066		50,960		50,199		49,783		50,525		50,058	
Diluted EPS	0.91		1.15		0.97		(0.18)		2.86		0.76		0.67		(0.51)		1.15		2.07		0.23	
Prior Year Revenue and EPS																						
Revenue	518,028	30.7%	612,366	15.0%	703,347	-8.8%	748,193	-10.0%	2,581,934	4.4%	677,026	-10.7%	704,055	-20.4%	641,152	-16.1%	673,436	-22.4%	2,695,669	-17.4%	604,899	-20.4%
EPS	0.36	152.8%	0.81	42.0%	1.08	-10.2%	1.40	-112.9%	3.63	-21.2%	0.91	-16.5%	1.15	-41.7%	0.97	-152.6%	(0.18)	-738.9%	2.86	-27.6%	0.76	-69.7%
Interest expense	2,523		2,647		3,102		2,775		11,047		2,250		3,039		3,596		4,608		13,493		4,888	
Depreciation/Amortization	18,344		19,581		19,933		18,462		76,320		17,130		18,634		18,171		18,571		72,506		16,983	
FAS 123R Equity Compensation	6,803		6,580		3,093		6,718		23,194		4,127		2,022		3,171		3,047		12,367		4,002	
EBTIDA	85,362		103,591		91,200		39,673		319,826		70,072		64,560		(7,197)		47,534		174,969		36,459	
EBTIDAR	92,165		110,171		94,293		46,391		343,020		74,199		66,582		(4,026)		50,581		187,336		40,461	
Income Tax Rate	26.5%		27.1%		27.0%		150.1%		36.6%		23.6%		20.2%		12.3%		-134.9%		-17.8%		22.0%	