

Nu Skin Enterprises, Inc.
Revenue and Exchange Rate Data
Q1 2020 to Q1 2022

	Q1		Q2		Q3		Q4		Annual		Q1		Q2		Q3		Q4		Annual		Q1	
	2020	%	2020	%	2020	%	2020	%	2020	%	2021	%	2021	%	2021	%	2021	%	2021	%	2022	%
Selected Average Exchange Rates																						
Japan	108.94		107.55		106.12		104.42		106.66		106.03		109.45		110.09		113.63		109.71		116.20	
South Korea	1,192.27		1,219.93		1,188.77		1,117.24		1,177.14		1,115.29		1,121.23		1,159.72		1,183.75		1,146.19		1,206.15	
Taiwan	30.12		29.91		29.35		28.38		29.36		28.09		28.01		27.86		27.79		27.92		28.02	
Hong Kong	7.77		7.75		7.75		7.75		7.76		7.76		7.77		7.78		7.79		7.77		7.81	
China	6.99		7.09		6.91		6.61		6.89		6.48		6.45		6.47		6.39		6.45		6.35	
Singapore	1.39		1.41		1.37		1.34		1.38		1.33		1.33		1.35		1.36		1.35		1.35	
Malaysia	4.17		4.32		4.20		4.10		4.19		4.07		4.13		4.19		4.19		4.14		4.20	
Thailand	31.29		31.89		31.33		30.57		31.29		30.27		31.35		32.93		33.33		31.98		275,965.00	
																					167,582.00	
Selected Local Currency Revenues																						
Japan - Thousand Yen	6,678,022		7,344,697		7,530,063		7,636,443		29,189,967		7,407,680		7,444,789		7,168,731		7,183,120		29,205,439		7,180,114	
South Korea - Thousand Won	90,277,492		93,830,916		99,214,744		100,980,620		384,311,260		90,484,593		99,345,463		106,681,483		109,530,020		406,041,659		87,003,218	
Taiwan - Thousand NT\$	588,256		673,827		728,724		776,974		2,767,828		597,287		665,607		665,855		835,280		2,764,042		681,388	
Hong Kong- Thousand HK\$	126,622		113,412		135,139		143,339		518,511		116,977		114,636		124,589		138,369		494,567		110,644	
China - Thousand RMB	962,688		1,037,099		1,168,852		1,139,014		4,307,767		969,677		995,014		868,863		835,603		3,670,355		790,294	
Singapore - Thousand SG\$	13,552		13,143		16,664		16,012		59,372		12,100		13,898		12,530		22,780		61,307		16,206	
Malaysia - Thousand Ringgit	70,931		61,234		92,370		76,146		300,681		59,478		67,950		62,303		58,997		248,729		88,770	
Thailand - Thousand Baht	229,830		236,362		235,173		201,272		902,640		164,934		145,622		161,636		184,154		656,350		1,439,985.370	
US\$ Revenue (in thousands)																						
China	137,696	26.6%	146,332	23.9%	169,068	24.0%	172,442	23.0%	625,538	24.2%	149,593	22.1%	154,182	21.9%	134,291	20.9%	130,708	19.4%	568,774	21.1%	124,495	20.6%
South Korea	75,719	14.6%	76,915	12.6%	83,460	11.9%	90,384	12.1%	326,478	12.6%	81,131	12.0%	88,604	12.6%	91,989	14.3%	92,528	13.7%	354,252	13.1%	72,133	11.9%
Indonesia	21,804	4.2%	18,963	3.1%	24,486	3.5%	27,003	3.6%	92,256	3.6%	23,303	3.4%	24,448	3.5%	23,696	3.7%	25,167	3.7%	96,614	3.6%	26,485	4.4%
Malaysia	16,996	3.3%	14,187	2.3%	21,995	3.1%	18,575	2.5%	71,753	2.8%	14,603	2.2%	16,460	2.3%	14,861	2.3%	14,096	2.1%	60,020	2.2%	21,160	3.5%
Singapore	9,780	1.9%	9,319	1.5%	12,124	1.7%	11,913	1.6%	43,136	1.7%	9,076	1.3%	10,428	1.5%	9,266	1.4%	16,744	2.5%	45,514	1.7%	11,986	2.0%
Thailand	7,344	1.4%	7,411	1.2%	7,506	1.1%	6,585	0.9%	28,846	1.1%	5,448	0.8%	4,645	0.7%	4,908	0.8%	5,525	0.8%	20,526	0.8%	5,218	0.9%
Pacific	9,583	1.8%	14,091	2.3%	17,847	2.5%	17,399	2.3%	58,920	2.3%	15,705	2.3%	13,217	1.9%	14,372	2.2%	14,375	2.1%	57,669	2.1%	12,421	2.1%
Other Southeast Asia	13,662	2.6%	16,949	2.8%	17,991	2.6%	18,115	2.4%	66,717	2.6%	15,155	2.2%	14,770	2.1%	11,978	1.9%	14,406	2.1%	56,309	4.2%	12,966	2.1%
Canada	7,985	1.5%	11,635	1.9%	13,836	2.0%	17,599	2.4%	51,055	2.0%	18,563	2.7%	15,231	2.2%	11,735	1.8%	15,165	2.3%	60,694	2.3%	10,037	1.7%
Latin America	12,649	2.4%	26,388	4.3%	39,555	5.6%	48,444	6.5%	127,036	4.9%	33,832	5.0%	32,920	4.7%	28,417	4.4%	27,849	4.1%	123,018	4.6%	20,055	3.3%
USA	44,356	8.6%	75,805	12.4%	80,227	11.4%	74,542	10.0%	274,930	10.6%	81,365	12.0%	90,362	12.8%	91,330	14.2%	100,986	15.0%	364,043	13.5%	93,488	15.5%
Hong Kong	16,294	3.1%	14,631	2.4%	17,436	2.5%	18,491	2.5%	66,852	2.6%	15,080	2.2%	14,763	2.1%	16,019	2.5%	17,761	2.6%	63,623	2.4%	14,174	2.3%
Taiwan	19,533	3.8%	22,530	3.7%	24,829	3.5%	27,373	3.7%	94,265	3.7%	21,265	3.1%	23,766	3.4%	23,902	3.7%	30,055	4.5%	98,988	3.7%	24,320	4.0%
Japan	61,300	11.8%	68,291	11.2%	70,958	10.1%	73,132	9.8%	273,681	10.6%	69,864	10.3%	68,020	9.7%	65,117	10.2%	63,215	9.4%	266,216	9.9%	61,791	10.2%
Europe	32,498	6.3%	46,959	7.7%	55,386	7.9%	75,542	10.1%	210,385	8.1%	70,984	10.5%	78,319	11.1%	51,940	8.1%	63,616	9.4%	264,859	9.8%	49,859	8.2%
Russ/SAF/Israel/Ukr	2,905	0.6%	3,817	0.6%	6,025	0.9%	7,114	1.0%	19,861	0.8%	5,196	0.8%	4,796	0.7%	3,899	0.6%	4,450	0.7%	18,341	0.7%	3,109	0.5%
Other	27,924	5.4%	38,143	6.2%	40,618	5.8%	43,540	5.8%	150,225	5.8%	46,863	6.9%	49,124	7.0%	43,432	6.8%	36,790	5.5%	176,209	6.5%	41,202	6.8%
Revenue by Segment in US\$																						
Mainland China	137,696.0	26.6%	146,332.0	23.9%	169,068.0	24.0%	172,442	25.6%	625,538	24.2%	149,593.0	22.1%	154,182.0	21.9%	134,291.0	20.9%	130,708	19.4%	568,774	21.1%	124,495.0	20.6%
Americas	64,990.0	12.5%	113,828.0	18.6%	133,618.0	19.0%	140,585	20.9%	453,021	17.5%	133,760.0	19.8%	138,513.0	19.7%	131,482.0	20.5%	144,000	21.4%	547,755	20.3%	123,580.0	20.4%
South Korea	75,719.0	14.6%	76,915.0	12.6%	83,460.0	11.9%	90,384	13.4%	326,478	12.6%	81,131.0	12.0%	88,604.0	12.6%	91,989.0	14.3%	92,528	13.7%	354,252	13.1%	72,133.0	11.9%
Southeast Asia/Pacific	79,169.0	15.3%	80,920.0	13.2%	101,949.0	14.5%	99,590	14.8%	361,628	14.0%	83,290.0	12.3%	83,968.0	11.9%	79,081.0	12.3%	90,313	13.4%	336,652	12.5%	90,236.0	14.9%
Japan	61,300.0	11.8%	68,291.0	11.2%	70,958.0	10.1%	73,132	10.9%	273,681	10.6%	69,864.0	10.3%	68,020.0	9.7%	65,117.0	10.2%	63,215	9.4%	266,216	9.9%	61,791.0	10.2%
Hong Kong/Taiwan	35,827.0	6.9%	37,161.0	6.1%	42,265.0	6.0%	45,864	6.8%	161,117	6.2%	36,345.0	5.4%	38,529.0	5.5%	39,921.0	6.2%	47,816	7.1%	162,611	6.0%	38,494.0	6.4%
EMEA	35,403.0	6.8%	50,776.0	8.3%	61,411.0	8.7%	82,656	12.3%	230,246	8.9%	76,180.0	11.3%	83,115.0	11.8%	55,839.0	8.7%	68,066	10.1%	283,200	10.5%	52,968.0	8.8%
Other	27,924.0	5.4%	38,143.0	6.2%	40,618.0	5.8%	43,540	6.5%	150,225	5.8%	46,863.0	6.9%	49,124.0	7.0%	43,432.0	6.8%	36,790	5.5%	176,209	6.5%	41,202.0	6.8%
Total Revenue	518,028	100%	612,366	100%	703,347	100%	748,193	111%	2,581,934	100%	677,026	100%	704,055	100%	641,152	100%	673,436	100%	2,695,669	100%	604,899	100%