

**Nu Skin Enterprises, Inc.**  
**Income Statement Data**  
**Q2 2019 to Q2 2021**  
In thousands of US\$ (except per share data)

	Q2 2019		Q3 2019		Q4 2019		Annual 2019		Q1 2020		Q2 2020		Q3 2020		Q4 2020		Annual 2020		Q1 2021		Q2 2021	
		%		%		%		%		%		%		%		%		%		%		%
Revenue	623,500	100%	589,934	100%	583,359	100%	2,420,416	100%	518,028	100%	612,366	100%	703,347	100%	748,193	100%	2,581,934	100%	677,026	100%	704,055	100%
Cost of Sales	154,028	24.7%	140,162	23.8%	140,566	24.1%	581,420	24.0%	125,793	24.3%	154,110	25.2%	183,374	26.1%	194,751	26.0%	658,028	25.5%	170,566	25.2%	171,975	24.4%
Gross Margin	469,472	75.3%	449,772	76.2%	442,793	75.9%	1,838,996	76.0%	392,235	75.7%	458,256	74.8%	519,973	73.9%	553,442	74.0%	1,923,906	74.5%	506,460	74.8%	532,080	75.6%
Operating Expenses																						
Selling Expenses	245,828	39.4%	231,937	39.3%	228,127	39.1%	955,600	39.5%	206,042	39.8%	248,628	40.6%	280,695	39.9%	284,129	38.0%	1,019,494	39.5%	273,746	40.4%	277,893	39.5%
General & Administrative	149,442	24.0%	147,943	25.1%	159,987	27.4%	615,970	25.4%	149,628	28.9%	151,554	24.7%	165,050	23.5%	180,616	24.1%	646,848	25.1%	169,801	25.1%	168,811	24.0%
Restructuring Costs	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Total Operating	395,270	63.4%	379,880	64.4%	388,114	66.5%	1,571,570	64.9%	355,670	68.7%	400,182	65.4%	445,745	63.4%	464,745	62.1%	1,666,342	64.5%	443,547	65.5%	446,704	63.4%
Operating Income	74,202	11.9%	69,892	11.8%	54,679	9.4%	267,426	11.0%	36,565	7.1%	58,074	9.5%	74,228	10.6%	88,697	11.9%	257,564	10.0%	62,913	9.3%	85,376	12.1%
Other Income	(3,326)	-0.5%	(4,979)	-0.8%	(1,101)	-0.2%	(12,254)	-0.5%	(6,174)	-1.2%	1,581	0.3%	525	0.1%	2,736	0.4%	(1,332)	-0.1%	1,582	0.2%	(4,012)	-0.6%
Income Before Tax	70,876	11.4%	64,913	11.0%	53,578	9.2%	255,172	10.5%	30,391	5.9%	59,655	9.7%	74,753	10.6%	91,433	12.2%	256,232	9.9%	64,495	9.5%	81,364	11.6%
Income Taxes	24,527	3.9%	20,823	3.5%	13,466	2.3%	81,619	3.4%	10,661	2.1%	17,804	2.9%	18,446	2.6%	17,966	2.4%	64,877	2.5%	17,065	2.5%	22,026	3.1%
<b>Net Income</b>	<b>46,349</b>	<b>7.4%</b>	<b>44,090</b>	<b>7.5%</b>	<b>40,112</b>	<b>6.9%</b>	<b>173,553</b>	<b>7.2%</b>	<b>19,730</b>	<b>3.8%</b>	<b>41,851</b>	<b>6.8%</b>	<b>56,307</b>	<b>8.0%</b>	<b>73,467</b>	<b>9.8%</b>	<b>191,355</b>	<b>7.4%</b>	<b>47,430</b>	<b>7.0%</b>	<b>59,338</b>	<b>8.4%</b>
Thousands of Shares O/S	55,943		55,788		55,807		55,927		55,101		51,925		52,243		52,403		52,765		52,172		51,557	
<b>Diluted EPS</b>	<b>0.83</b>		<b>0.79</b>		<b>0.72</b>		<b>3.10</b>		<b>0.36</b>		<b>0.81</b>		<b>1.08</b>		<b>1.40</b>		<b>3.63</b>		<b>0.91</b>		<b>1.15</b>	
Prior Year Revenue and EPS																						
Revenue	704,190	-11.5%	675,312	-12.6%	683,287	-14.6%	2,679,008	-9.7%	623,623	-16.9%	623,500	-1.8%	589,934	19.2%	583,359	28.3%	2,420,416	6.7%	518,028	30.7%	612,366	-1.8%
EPS	0.90	-7.8%	0.94	-16.0%	(0.32)	-325.0%	2.16	0.0%	0.77	-53.2%	0.83	-2.4%	0.79	36.7%	0.72	94.4%	3.10	17.1%	0.36	152.8%	0.81	-2.4%
Interest expense	5,205		4,704		3,380		19,245		3,722		3,664		3,088		2,652		13,126		2,523		2,647	
Depreciation/Amortization	19,052		19,305		18,686		76,650		19,095		18,264		17,920		18,712		73,991		18,344		19,581	
FAS 123R Equity Compensation	3,593		1,015		260		9,909		3,455		4,869		7,115		8,621		24,060		6,803		6,580	
EBTIDA	95,133		88,922		75,644		351,067		53,208		81,583		95,761		112,797		343,349		85,362		103,592	
EBTIDAR	98,726		89,937		75,904		360,976		56,663		86,452		102,876		121,418		367,409		92,165		110,172	
Income Tax Rate	34.6%		32.1%		25.1%		32.0%		35.1%		29.8%		24.7%		19.6%		25.3%		26.5%		27.1%	