

Nu Skin Enterprises, Inc.
Income Statement Data
Q1 2019 to Q1 2021
In thousands of US\$ (except per share data)

	Q1 2019		Q2 2019		Q3 2019		Q4 2019		Annual 2019	Q1 2020		Q2 2020		Q3 2020		Q4 2020		Annual 2020	Q1 2021	
		%		%		%		%			%		%		%		%			%
Revenue	623,623	100%	623,500	100%	589,934	100%	583,359	100%	2,420,416	518,028	100%	612,366	100%	703,347	100%	748,193	100%	2,581,934	677,026	100%
Cost of Sales	146,664	23.5%	154,028	24.7%	140,162	23.8%	140,566	24.1%	581,420	125,793	24.3%	154,110	25.2%	183,374	26.1%	194,751	26.0%	658,028	170,566	25.2%
Gross Margin	476,959	76.5%	469,472	75.3%	449,772	76.2%	442,793	75.9%	1,838,996	392,235	75.7%	458,256	74.8%	519,973	73.9%	553,442	74.0%	1,923,906	506,460	74.8%
Operating Expenses																				
Selling Expenses	249,708	40.0%	245,828	39.4%	231,937	39.3%	228,127	39.1%	955,600	206,042	39.8%	248,628	40.6%	280,695	39.9%	284,129	38.0%	1,019,494	273,746	40.4%
General & Administrative	158,598	25.4%	149,442	24.0%	147,943	25.1%	159,987	27.4%	615,970	149,628	28.9%	151,554	24.7%	165,050	23.5%	180,616	24.1%	646,848	169,801	25.1%
Restructuring Costs	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	-	0.0%
Total Operating	408,306	65.5%	395,270	63.4%	379,880	64.4%	388,114	66.5%	1,571,570	355,670	68.7%	400,182	65.4%	445,745	63.4%	464,745	62.1%	1,666,342	443,547	65.5%
Operating Income	68,653	11.0%	74,202	11.9%	69,892	11.8%	54,679	9.4%	267,426	36,565	7.1%	58,074	9.5%	74,228	10.6%	88,697	11.9%	257,564	62,913	9.3%
Other Income	(2,848)	-0.5%	(3,326)	-0.5%	(4,979)	-0.8%	(1,101)	-0.2%	(12,254)	(6,174)	-1.2%	1,581	0.3%	525	0.1%	2,736	0.4%	(1,332)	1,582	0.2%
Income Before Tax	65,805	10.6%	70,876	11.4%	64,913	11.0%	53,578	9.2%	255,172	30,391	5.9%	59,655	9.7%	74,753	10.6%	91,433	12.2%	256,232	64,495	9.5%
Income Taxes	22,803	3.7%	24,527	3.9%	20,823	3.5%	13,466	2.3%	81,619	10,661	2.1%	17,804	2.9%	18,446	2.6%	17,966	2.4%	64,877	17,065	2.5%
Net Income	43,002	6.9%	46,349	7.4%	44,090	7.5%	40,112	6.9%	173,553	19,730	3.8%	41,851	6.8%	56,307	8.0%	73,467	9.8%	191,355	47,430	7.0%
Thousands of Shares O/S	56,128		55,943		55,788		55,807		55,927	55,101		51,925		52,243		52,403		52,765	52,172	
Diluted EPS	0.77		0.83		0.79		0.72		3.10	0.36		0.81		1.08		1.40		3.63	0.91	
Prior Year Revenue and EPS																				
Revenue	616,219	1.2%	704,190	-11.5%	675,312	-12.6%	683,287	-14.6%	2,679,008	623,623	-16.9%	623,500	-1.8%	589,934	19.2%	583,359	28.3%	2,420,416	518,028	30.7%
EPS	0.64	20.3%	0.90	-7.8%	0.94	-16.0%	(0.32)	-325.0%	2.16	0.77	-53.2%	0.83	-2.4%	0.79	36.7%	0.72	94.4%	3.10	0.36	152.8%
Interest expense	5,956		5,205		4,704		3,380		19,245	3,722		3,664		3,088		2,652		13,126	2,523	
Depreciation/Amortization	19,607		19,052		19,305		18,686		76,650	19,095		18,264		17,920		18,712		73,991	18,344	
FAS 123R Equity Compensation	5,041		3,593		1,015		260		9,909	3,455		4,869		7,115		8,621		24,060	6,803	
EBTIDA	91,368		95,133		88,922		75,644		351,067	53,208		81,583		95,761		112,797		343,349	85,362	
EBTIDAR	96,409		98,726		89,937		75,904		360,976	56,663		86,452		102,876		121,418		367,409	92,165	
Income Tax Rate	34.7%		34.6%		32.1%		25.1%		32.0%	35.1%		29.8%		24.7%		19.6%		25.3%	26.5%	