Nu Skin Enterprises, Inc.
Income Statement Data
Q3 2020 to Q3 2022
In thousands of US$ (except per share data)

	Q3 2020	%	Q4 2020	%	Annual 2020		Q1 2021	%	Q2 2021	%	Q3 2021	%	Q4 2021	%	Annual 2021		Q1 2022	%	Q2 2022	%	Q3 2022	%
Revenue	703,347	100%	748,193	100%	2,581,934	100%	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%
Cost of Sales	183,374	26.1%	194,751	26.0%	658,028	25.5%	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%
Gross Margin	519,973	73.9%	553,442	74.0%	1,923,906	74.5%	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%
Operating Expenses																						
Selling Expenses	280,695	39.9%	284,129	38.0%	1,019,494	39.5%	275,965	40.8%	280,589	39.9%	260,333	40.6%	260,831	38.7%	1,068,189	39.6%	242,699	40.1%	219,426	39.1%	216,478	40.3%
General & Administrative	165,050	23.5%	180,616	24.1%	646,848	25.1%	167,582	24.8%	166,115	23.6%	156,528	24.4%	166,641	24.7%	666,395	24.7%	148,556	24.6%	141,562	25.3%	137,987	25.7%
Restructuring Costs	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	-	0.0%	51,870	7.7%	51,870	1.9%	-	0.0%	-	0.0%	30,124	5.6%
Total Operating	445,745	63.4%	464,745	62.1%	1,666,342	64.5%	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%
Operating Income	74,228	10.6%	88,697	11.9%	257,564	10.0%	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%
Other Income	525	0.1%	2,736	0.4%	(1,332)	-0.1%	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%
Income Before Tax	74,753	10.6%	91,433	12.2%	256,232	9.9%	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%
Income Taxes	18,446	2.6%	17,966	2.4%	64,877	2.5%	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%
Net Income	**56,307**	**8.0%**	**73,467**	**9.8%**	**191,355**	**7.4%**	**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%**
Thousands of Shares O/S	52,243		52,403		52,765		52,172		51,557		51,260		50,801		51,427		51,066		50,960		50,199	
Diluted EPS	**1.08**		**1.40**		**3.63**		**0.91**		**1.15**		**0.97**		**(0.18)**		**2.86**		**0.76**		**0.67**		**(0.51)**	
Prior Year Revenue and EPS																						
Revenue	589,934	19.2%	583,359	28.3%	2,420,416	6.7%	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%
EPS	0.79	36.7%	0.72	94.4%	3.10	17.1%	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%
Interest expense	3,088		2,652		13,126		2,523		2,647		3,102		2,775		11,047		2,250		3,039		3,596	
Depreciation/Amortization	17,920		18,712		73,991		18,344		19,581		19,933		19,600		77,458		17,130		18,634		18,171	
FAS 123R Equity Compensation	7,115		8,621		24,060		6,803		6,580		3,093		6,718		23,194		4,127		2,022		3,171	
EBTIDA	95,761		112,797		343,349		85,362		103,591		91,200		40,811		320,964		70,072		64,560		(7,197)	
EBTIDAR	102,876		121,418		367,409		92,165		110,171		94,293		47,529		344,158		74,199		66,582		(4,026)	
Income Tax Rate	24.7%		19.6%		25.3%		26.5%		27.1%		27.0%		150.1%		36.6%		23.6%		20.2%		12.3%	