

Nu Skin Enterprises, Inc.
Income Statement Data
Q3 2022 to Q3 2024
In thousands of US\$ (except per share data)

	Q3 2022		Q4 2022		Annual 2022		Q1 2023		Q2 2023		Q3 2023		Q4 2023		Annual 2023		Q1 2024		Q2 2024		Q3 2024	
		%		%		%		%		%		%		%		%		%		%		%
Revenue	537,805	100%	522,340	100%	2,225,659	100%	481,462	100%	500,257	100%	498,772	100%	488,640	100%	1,969,131	100%	417,306	100%	439,081	100%	430,145	100%
Cost of Sales	173,500	32.3%	147,816	28.3%	630,915	28.3%	133,588	27.7%	135,542	27.1%	206,505	41.4%	136,215	27.9%	611,850	31.1%	123,242	29.5%	131,904	30.0%	128,682	29.9%
Gross Margin	364,305	67.7%	374,524	71.7%	1,594,744	71.7%	347,874	72.3%	364,715	72.9%	292,267	58.6%	352,425	72.1%	1,357,281	68.9%	294,064	70.5%	307,177	70.0%	301,463	70.1%
Operating Expenses																						
Selling Expenses	216,478	40.3%	201,031	38.5%	879,634	39.5%	188,124	39.1%	185,165	37.0%	187,750	37.6%	181,326	37.1%	742,365	37.7%	153,542	36.8%	165,463	37.7%	167,612	39.0%
General & Administrative	137,987	25.7%	127,664	24.4%	555,769	25.0%	133,899	27.8%	137,044	27.4%	130,882	26.2%	145,033	29.7%	546,858	27.8%	124,566	29.9%	117,921	26.9%	115,620	26.9%
Restructuring Costs	30,124	5.6%	18,370	3.5%	48,494	2.2%	9,787	2.0%	-	0.0%	-	0.0%	10,003	2.0%	19,790	1.0%	7,134	1.7%	149,350	34.0%	-	0.0%
Total Operating	384,589	71.5%	347,065	66.4%	1,483,897	66.7%	331,810	68.9%	322,209	64.4%	318,632	63.9%	336,362	68.8%	1,309,013	66.5%	285,242	68.4%	432,734	98.6%	283,232	65.8%
Operating Income	(20,284)	-3.8%	27,459	5.3%	110,847	5.0%	16,064	3.3%	42,506	8.5%	(26,365)	-5.3%	16,063	3.3%	48,268	2.5%	8,822	2.1%	(125,557)	-28.6%	18,231	4.2%
Other Income	(8,680)	-1.6%	(3,104)	-0.6%	(21,877)	-1.0%	(1,476)	-0.3%	(5,393)	-1.1%	(8,086)	-1.6%	(6,735)	-1.4%	(21,690)	-1.1%	(7,721)	-1.9%	(6,091)	-1.4%	(4,933)	-1.1%
Income Before Tax	(28,964)	-5.4%	24,355	4.7%	88,970	4.0%	14,588	3.0%	37,113	7.4%	(34,451)	-6.9%	9,328	1.9%	26,578	1.3%	1,101	0.3%	(131,648)	-30.0%	13,298	3.1%
Income Taxes	(3,574)	-0.7%	(32,860)	-6.3%	(15,808)	-0.7%	3,212	0.7%	10,221	2.0%	2,504	0.5%	2,046	0.4%	17,983	0.9%	1,634	0.4%	(13,390)	-3.0%	4,996	1.2%
Net Income	(25,390)	-4.7%	57,215	11.0%	104,778	4.7%	11,376	2.4%	26,892	5.4%	(36,955)	-7.4%	7,282	1.5%	8,595	0.4%	(533)	-0.1%	(118,258)	-26.9%	8,302	1.9%
Thousands of Shares O/S	50,199		49,783		50,525		50,058		50,161		49,859		49,479		49,860		49,538		49,688		49,733	
Diluted EPS	(0.51)		1.15		2.07		0.23		0.54		(0.74)		0.15		0.17		(0.01)		(2.38)		\$0.17	
Prior Year Revenue and EPS																						
Revenue	641,152	-16.1%	673,436	-22.4%	2,695,669	-17.4%	604,899	-20.4%	560,615	-10.8%	537,805	-7.3%	522,340	-6.5%	2,225,659	-11.5%	481,462	-13.3%	500,257	-12.2%	498,772	-13.8%
EPS	0.97	-152.6%	(0.18)	-738.9%	2.86	-27.6%	0.76	-69.7%	0.67	-19.4%	(0.51)	45.1%	1.15	-87.0%	2.07	-91.8%	0.23	-104.3%	0.54	-540.7%	(0.74)	-123.0%
Interest expense	3,596		4,608		13,493		4,888		5,769		7,535		7,369		25,561		7,325		6,720		7,535	
Depreciation/Amortization	18,171		18,571		72,506		16,983		17,164		18,192		18,584		70,923		18,437		17,603		18,192	
FAS 123R Equity Compensation	3,171		3,047		12,367		4,002		4,801		3,725		3,118		15,646		4,242		3,646		3,725	
EBTIDA	(7,197)		47,534		174,969		36,459		60,046		(8,724)		35,281		123,062		26,863		(107,325)		39,025	
EBTIDAR	(4,026)		50,581		187,336		40,461		64,847		(4,999)		38,399		138,708		31,105		(103,679)		42,750	
Income Tax Rate	12.3%		-134.9%		-17.8%		22.0%		27.5%		-7.3%		21.9%		67.7%		148.4%		10.2%		37.6%	