

Nu Skin Enterprises, Inc.
Income Statement Data
Q1 2006 to Q4 2007

	Q1 2006	%	Q2 2006	%	Q3 2006	%	Q4 2006	%	Annual 2006	%	Q1 2007	%	Q2 2007	%	Q3 2007	%	Q4 2007	%
Exchange Rates:																		
North Asia:																		
Japan	116.92		114.33		116.26		117.73		116.30		119.28		120.82		117.65		112.96	
Korea	975.74		949.30		954.77		937.03		953.02		939.40		928.88		927.53		921.36	
Greater China:																		
Taiwan	32.30		32.21		32.78		32.81		32.53		32.92		33.13		32.93		32.43	
HK	7.76		7.76		7.78		7.78		7.77		7.81		7.82		7.81		7.78	
China	8.05		8.01		7.97		7.86		7.98		7.76		7.68		7.56		7.43	
South Asia/Pacific																		
Singapore	1.63		1.59		1.58		1.56		1.59		1.53		1.53		1.52		1.45	
Malaysia	3.72		3.65		3.67		3.62		3.66		3.50		3.43		3.46		3.35	
Euro	1.00		1.00		1.00		1.00		1.00		1.00		1.00		1.00		1.00	
Local Currency Revenue:																		
North Asia:																		
Japan - Million Yen (excludes FAS 133)	13,171		13,959		13,758		14,144		55,031		12,741		13,182		12,785		13,404	
Korea - Million Won	24,784		28,954		27,879		30,172		111,789		31,218		33,811		31,444		35,566	
Greater China																		
Taiwan - Million NTS	714		754		783		781		3,029		689		786		805		775	
HK- Million HK\$	78		99		85		83		346		82		88		91		94	
China - Million RMB	159		143		129		132		562		136		131		120		119	
Europe / Israel / Russia - Thousand US\$	12,500		15,000		14,300		17,700		59,400		18,524		18,944		18,132		21,564	
US\$ Revenue:																		
North Asia:																		
Japan (includes FAS 133)	115.2	43.3%	122.2	43.0%	118.6	42.9%	120.5	41.7%	476.5	42.7%	107.0	39.1%	109.3	38.1%	108.7	37.4%	118.7	38.8%
Korea	25.4	9.6%	30.5	10.7%	29.2	10.6%	32.2	11.1%	117.3	10.5%	33.3	12.2%	36.4	12.7%	33.9	11.7%	38.6	12.6%
Greater China:																		
Taiwan	22.1	8.3%	23.4	8.2%	23.9	8.7%	23.8	8.2%	93.1	8.3%	20.9	7.6%	23.7	8.3%	24.4	8.4%	23.9	7.8%
Hong Kong	10.1	3.8%	12.8	4.5%	10.9	3.9%	10.7	3.7%	44.6	4.0%	10.5	3.8%	11.3	3.9%	11.7	4.0%	12.1	4.0%
China	19.7	7.4%	17.8	6.3%	16.2	5.9%	16.8	5.8%	70.5	6.3%	17.5	6.4%	17.1	6.0%	15.9	5.5%	16.0	5.2%
South Asia/Pacific																		
Singapore/Malaysia/Brunei	7.5	2.8%	8.1	2.9%	9.0	3.3%	8.6	3.0%	33.2	3.0%	9.0	3.3%	9.7	3.4%	9.9	3.4%	10.7	3.5%
Other South Asia/Pacific	13.2	5.0%	13.0	4.6%	13.7	5.0%	14.9	5.2%	54.8	4.9%	14.6	5.3%	15.3	5.3%	15.6	5.4%	16.5	5.4%
North America																		
USA	35.7	13.4%	36.4	12.8%	35.7	12.9%	39.3	13.6%	147.1	13.2%	37.7	13.8%	40.3	14.0%	47.2	16.2%	42.5	13.9%
Canada	2.4	0.9%	2.7	1.0%	2.5	0.9%	2.4	0.8%	10.0	0.9%	2.4	0.9%	2.9	1.0%	3.1	1.1%	3.2	1.0%
Other																		
Europe / Israel ('05) / Russia ('06)	12.5	4.7%	15.0	5.3%	14.3	5.2%	17.7	6.1%	59.4	5.3%	18.5	6.8%	18.9	6.6%	18.1	6.2%	21.6	7.1%
Latin America	2.0	0.8%	2.2	0.8%	2.3	0.8%	2.3	0.8%	8.9	0.8%	2.2	0.8%	2.3	0.8%	2.2	0.8%	2.3	0.8%
Revenue by Region: US\$																		
North Asia	140.6	52.9%	152.7	53.7%	147.8	53.5%	152.7	52.8%	593.8	53.2%	140.3	51.3%	145.7	50.7%	142.6	49.1%	157.3	51.4%
Greater China	51.9	19.5%	54.0	19.0%	51.0	18.5%	51.3	17.7%	208.2	18.7%	48.9	17.9%	52.1	18.1%	52.0	17.9%	52.0	17.0%
South Asia/Pacific	20.7	7.8%	21.1	7.4%	22.7	8.2%	23.5	8.1%	88.0	7.9%	23.6	8.6%	25.0	8.7%	25.5	8.8%	27.2	8.9%
Americas	40.1	15.1%	41.3	14.5%	40.5	14.7%	44.0	15.2%	166.0	14.9%	42.3	15.5%	45.5	15.8%	52.5	18.1%	48.0	15.7%
Europe/Russia/Israel	12.5	4.7%	15.0	5.3%	14.3	5.2%	17.7	6.1%	59.4	5.3%	18.5	6.8%	18.9	6.6%	18.1	6.2%	21.6	7.1%
Net Revenue	265.8	100.0%	284.1	100.0%	276.3	100.0%	289.2	100.0%	1115.4	100.0%	273.6	100.0%	287.2	100.0%	290.7	100.0%	306.1	100.0%
Cost of Sales	47.0	17.7%	48.4	17.0%	48.4	17.5%	51.4	17.8%	195.2	17.5%	50.6	18.5%	51.1	17.8%	52.2	18.0%	55.3	18.1%
Cost of Sales - Step up																		
Gross Margin	218.8	82.3%	235.7	83.0%	227.9	82.5%	237.8	82.2%	920.2	82.5%	223.0	81.5%	236.1	82.2%	238.5	82.0%	250.8	81.9%
Operating Expenses																		
Selling Expenses	112.3	42.2%	123.0	43.3%	120.6	43.6%	124.2	42.9%	480.1	43.0%	116.4	42.5%	123.3	42.9%	125.3	43.1%	131.4	42.9%
G&A	90.0	33.9%	88.8	31.3%	86.3	31.2%	88.3	30.5%	353.5	31.7%	89.0	32.5%	91.8	32.0%	94.0	32.3%	89.3	29.2%
Asset Impairment	20.8	7.8%	-	0.0%	-	0.0%	-	0.0%	20.8	1.9%	-	0.0%	-	0.0%	-	0.0%	-	0.0%
Restructuring	11.1	4.2%	-	0.0%	-	0.0%	-	0.0%	11.1	1.0%	-	0.0%	-	0.0%	-	0.0%	17.0	5.6%
Total Operating	234.2	88.1%	211.8	74.6%	206.9	74.9%	212.5	73.5%	865.5	77.6%	205.4	75.1%	215.1	74.9%	219.3	75.4%	237.7	77.7%
Operating Income	-15.4	-5.8%	23.9	8.4%	21.0	7.6%	25.3	8.7%	54.7	4.9%	17.6	6.4%	21.0	7.3%	19.2	6.6%	13.1	4.3%
Other Income	(1.1)	-0.4%	(1.4)	-0.5%	0.2	0.1%	0.2	0.1%	(2.0)	-0.2%	(0.8)	-0.3%	0.9	0.3%	-	0.0%	(2.5)	-0.8%
Income Before Tax	-16.5	-6.2%	22.5	7.9%	21.2	7.7%	25.5	8.8%	52.7	4.7%	16.8	6.1%	21.9	7.6%	19.2	6.6%	10.6	3.5%
Minority Interest																		
Income Taxes	(6.2)	-2.3%	8.4	3.0%	8.0	2.9%	9.6	3.3%	19.9	1.8%	6.3	2.3%	8.1	2.8%	5.7	2.0%	4.7	1.5%
Tax Rate	37.6%		37.3%		37.7%		37.6%		37.8%		37.5%		37.0%		29.7%		44.3%	
Net Income	-10.3	-3.9%	14.1	5.0%	13.2	4.8%	15.9	5.5%	32.8	2.9%	10.5	3.8%	13.8	4.8%	13.5	4.6%	5.9	1.9%
Shares o/s - million	70.1		71.1		70.6		68.7		70.5		66.8		65.3		65.3		64.9	
Diluted EPS	\$ (0.15)		\$ 0.20		\$ 0.19		\$ 0.23		\$ 0.47		\$ 0.16		\$ 0.21		\$ 0.21		\$ 0.09	
Prior Year Info:																		
Revenue	289.4	-8.1%	310.1	-8.4%	290.8	-5.0%	290.7	-0.5%	1180.9	-5.5%	265.8	2.9%	284.1	1.1%	276.3	5.2%	289.2	5.8%
EPS	\$0.25	-158.8%	\$0.32	-38.0%	\$0.25	-25.2%	\$0.22	5.2%	\$1.04	-55.3%	\$ (0.15)	207.0%	\$ 0.20	6.6%	\$ 0.19	10.6%	\$ 0.23	-60.7%
Interest expense	1.4		1.3		1.2		1.4		5.3		1.9		1.6		2.4		2.6	
Depreciation	4.0		3.9		4.1		4.4		16.4		4.3		4.6		4.6		4.7	
Amortization	3.8		3.1		3.2		4.3		14.4		4.0		3.4		3.9		3.4	
EBTIDA	(7.3)		30.8		29.7		35.6		88.8		27.0		31.5		30.1		21.3	