

# Q3 2024 Financial Overview

**Important Information Regarding Forward-Looking Statements:** This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, that represent the company's current expectations and beliefs. All statements other than statements of historical fact are "forward-looking statements" for purposes of federal and state securities laws and include, but are not limited to, statements of management's expectations regarding the macro environment, industry trends, the company's performance, growth and growth opportunities, shareholder value, value creation, strategies, transformation, evolution, investments, initiatives, product pipeline and product previews/launches, product eliminations, digital tools and initiatives, new market expansion, customers, sales leaders, affiliates, restructuring initiatives, productivity and operational improvements; statements of management's expectations regarding the company's acquisitions, anticipated benefits of acquisitions, performance of acquired companies, and other Rhyz initiatives; projections regarding revenue (including future Rhyz revenue), expenses, tax rates, debt, earnings per share, foreign currency fluctuations, future dividends, financial position, uses of cash and other financial items; statements of belief; and statements of assumptions underlying any of the foregoing. In some cases, you can identify these statements by forward-looking words such as "believe," "expect," "aim," "commit," "anticipate," "accelerate," "project," "plan," "continue," "outlook," "guidance," "improve," "prioritize," "will," "would," "could," "may," "might," the negative of these words and other similar words.

The forward-looking statements and related assumptions involve risks and uncertainties that could cause actual results and outcomes to differ materially from any forward-looking statements or views expressed herein. These risks and uncertainties include, but are not limited to, the following:

- any failure of current or planned initiatives or products to generate interest among the company's sales force and customers and generate sponsoring and selling activities on a sustained basis;
- risk that direct selling laws and regulations in any of the company's markets, including the United States and Mainland China, may be modified, interpreted or enforced in a manner that results in negative changes to the company's business model or negatively impacts its revenue, sales force or business, including through the interruption of sales activities, loss of licenses, increased scrutiny of sales force actions, imposition of fines, or any other adverse actions or events;
- economic conditions and events globally;
- competitive pressures in the company's markets;
- risk that epidemics, including COVID-19 and related disruptions, or other crises could negatively impact our business;
- adverse publicity related to the company's business, products, industry or any legal actions or complaints by the company's sales force or others;
- political, legal, tax and regulatory uncertainties, including trade policies, associated with operating in Mainland China and other international markets;
- uncertainty regarding meeting restrictions and other government scrutiny in Mainland China, as well as negative media and consumer sentiment in Mainland China on our business operations and results;
- risk of foreign-currency fluctuations and the currency translation impact on the company's business associated with these fluctuations;
- uncertainties regarding the future financial performance of the businesses the company has acquired;
- risks related to accurately predicting, delivering or maintaining sufficient quantities of products to support planned initiatives or launch strategies, and increased risk of inventory write-offs if the company over-forecasts demand for a product or changes its planned initiatives or launch strategies;
- regulatory risks associated with the company's products, which could require the company to modify its claims or inhibit its ability to import or continue selling a product in a market if the product is determined to be a medical device or if the company is unable to register the product in a timely manner under applicable regulatory requirements; and
- the company's future tax-planning initiatives, any prospective or retrospective increases in duties or tariffs on the company's products imported into the company's markets outside of the United States, and any adverse results of tax audits or unfavorable changes to tax laws in the company's various markets.

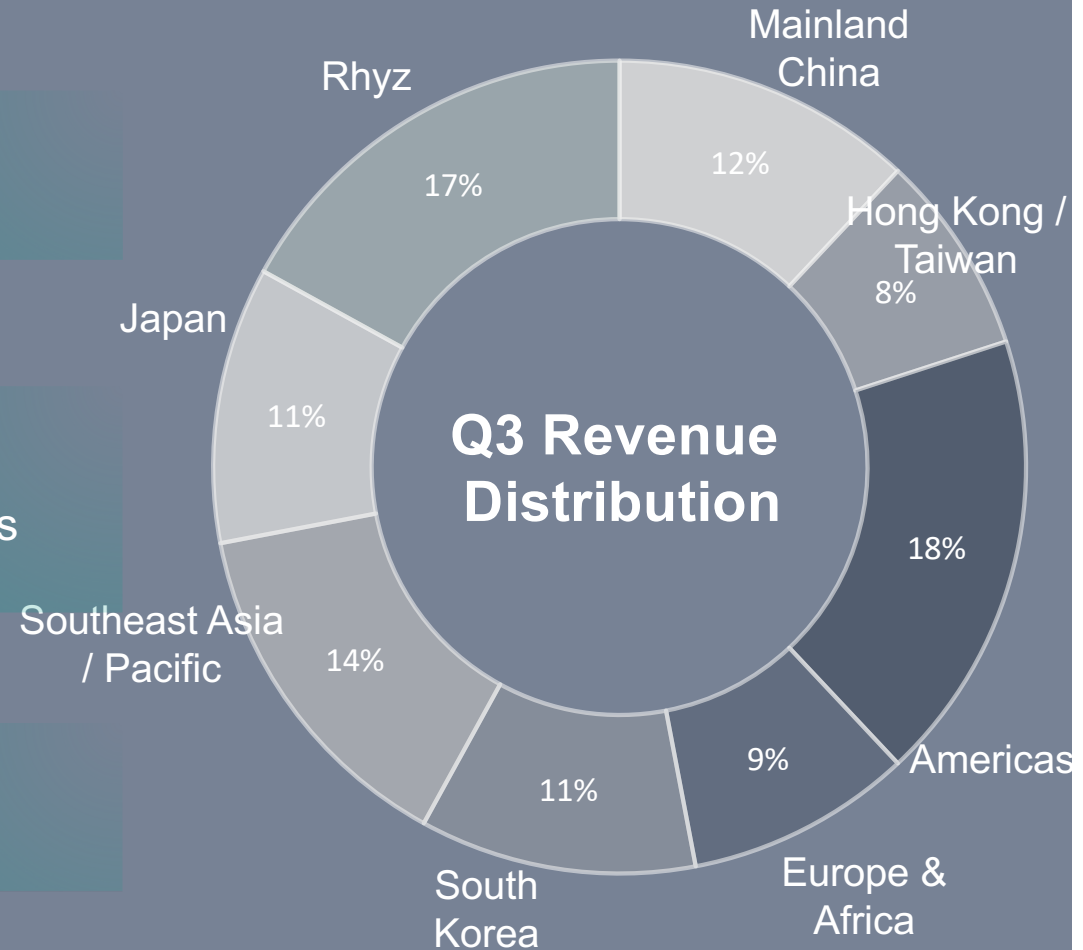
The company's financial performance and the forward-looking statements contained herein are further qualified by a detailed discussion of associated risks set forth in the documents filed by the company with the Securities and Exchange Commission. The forward-looking statements set forth the company's beliefs as of the date that such information was first provided, and the company assumes no duty to update the forward-looking statements contained in this presentation to reflect any change except as required by law.

## Q3 Overview

Revenue \$430.1 million, (13.8%) YOY;  
(3.4%) FX impact or \$(16.7) M

EPS \$0.17, compared to \$(0.74) or \$0.56  
excluding restructuring and impairment charges

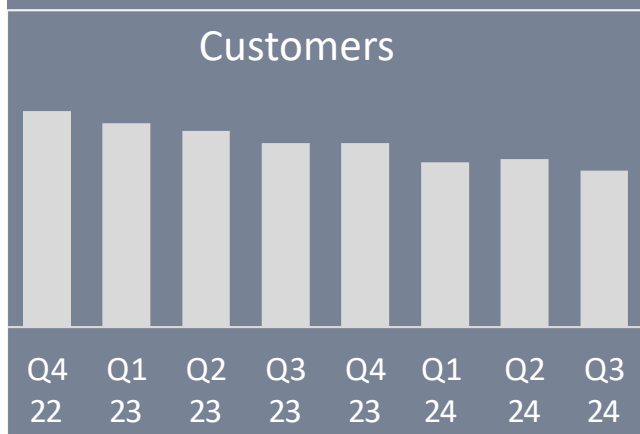
Customers (15)%, Paid Affiliates  
(20)%, Sales Leaders (19)%, YOY



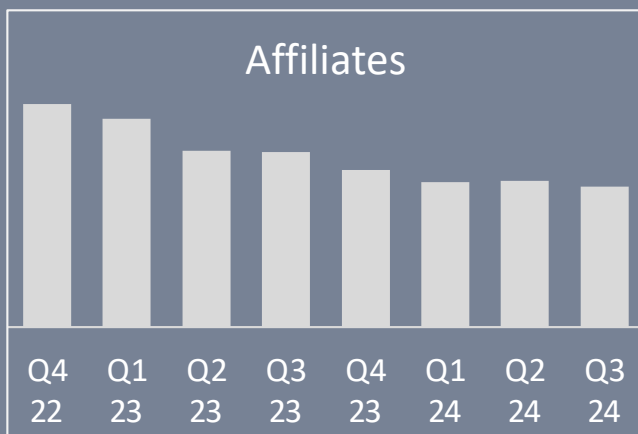
# Customer/Paid Affiliates/Sales Leader Performance

Market	Q3 2024					
	Customers	YOY % Change	Paid Affiliates	YOY % Change	Sales Leaders	YOY % Change
Mainland China	148,402	(22)%	22,843	(17)%	9,348	(26)%
Americas	211,583	(8)%	28,772	(12)%	6,450	(14)%
S.E. Asia / Pac	86,307	(22)%	26,749	(20)%	5,398	(15)%
South Korea	90,248	(18)%	20,774	(14)%	4,388	(32)%
Japan	112,257	(2)%	22,623	(40)%	6,866	(3)%
Europe & Africa	135,291	(20)%	16,556	(14)%	3,318	(19)%
HK / Taiwan	47,680	(12)%	10,947	(3)%	2,516	(12)%

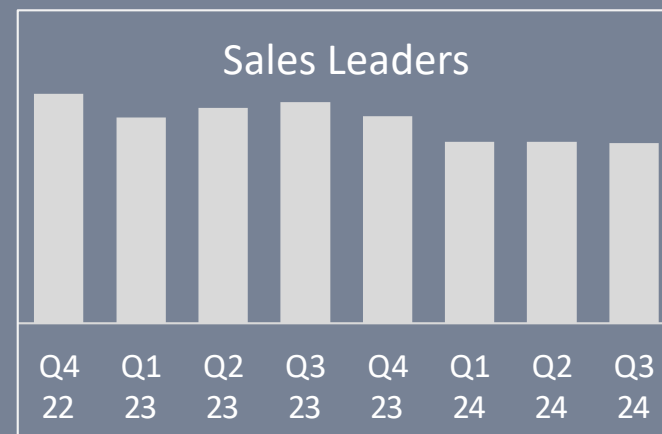
### Customers



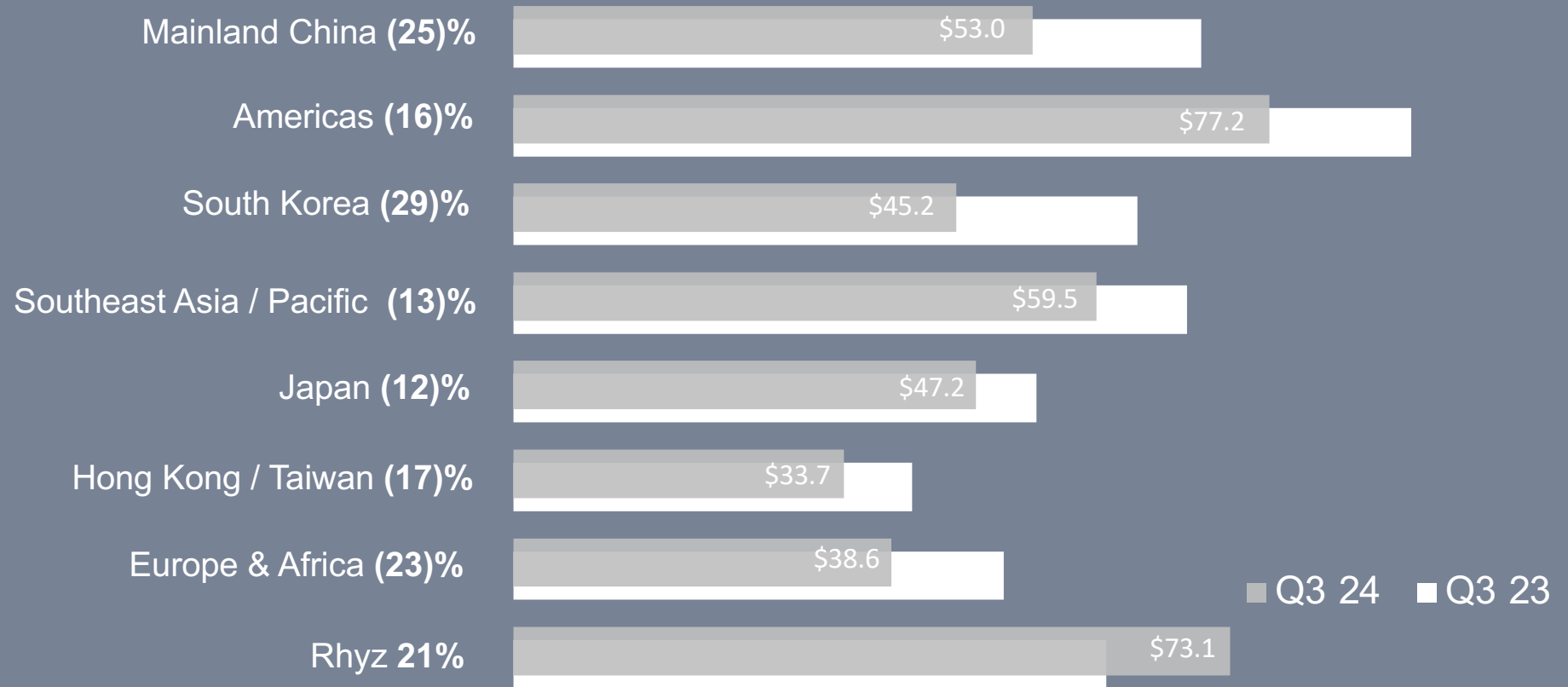
### Affiliates



### Sales Leaders



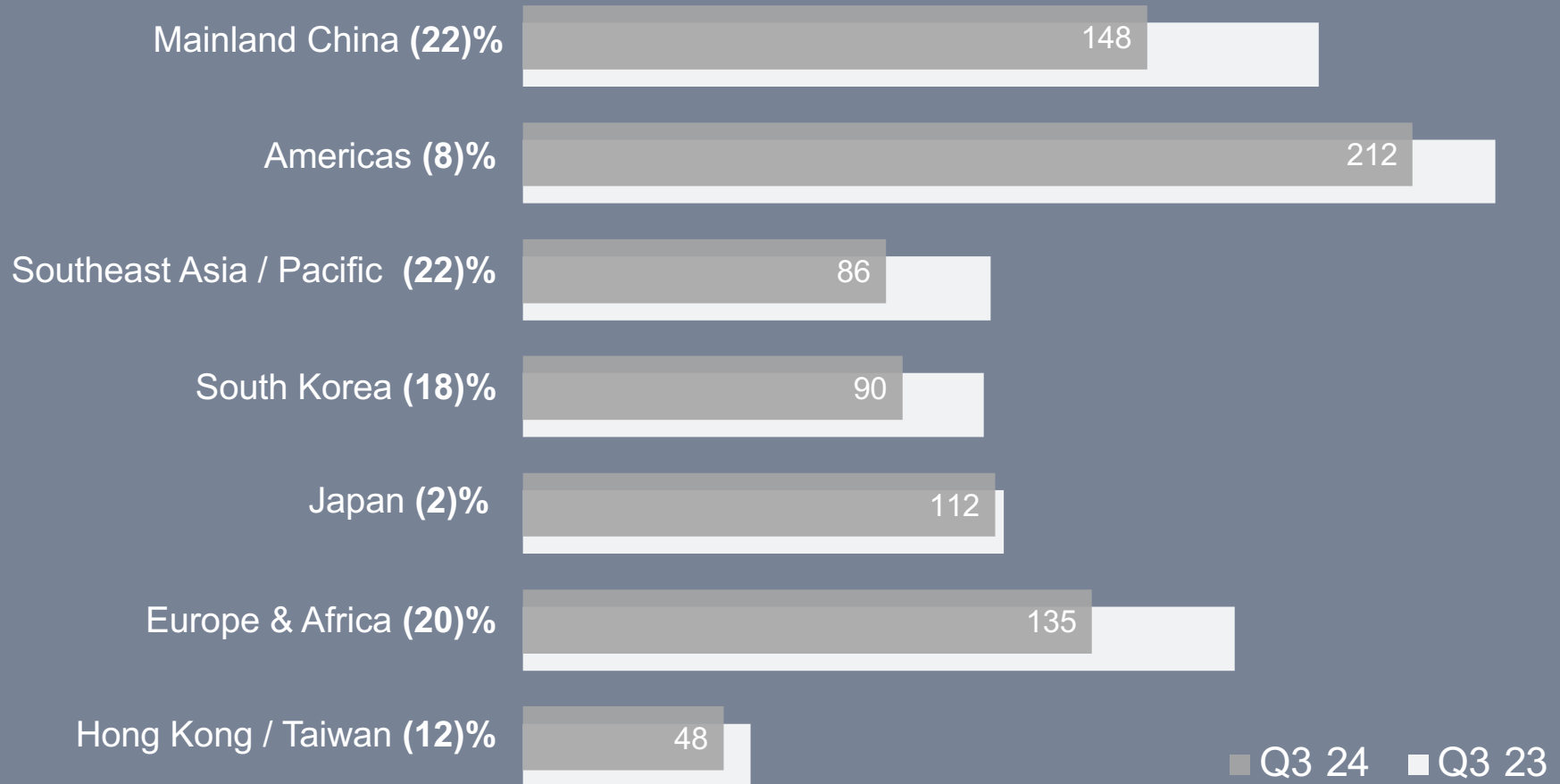
# Q3 Revenue by Segment (M)



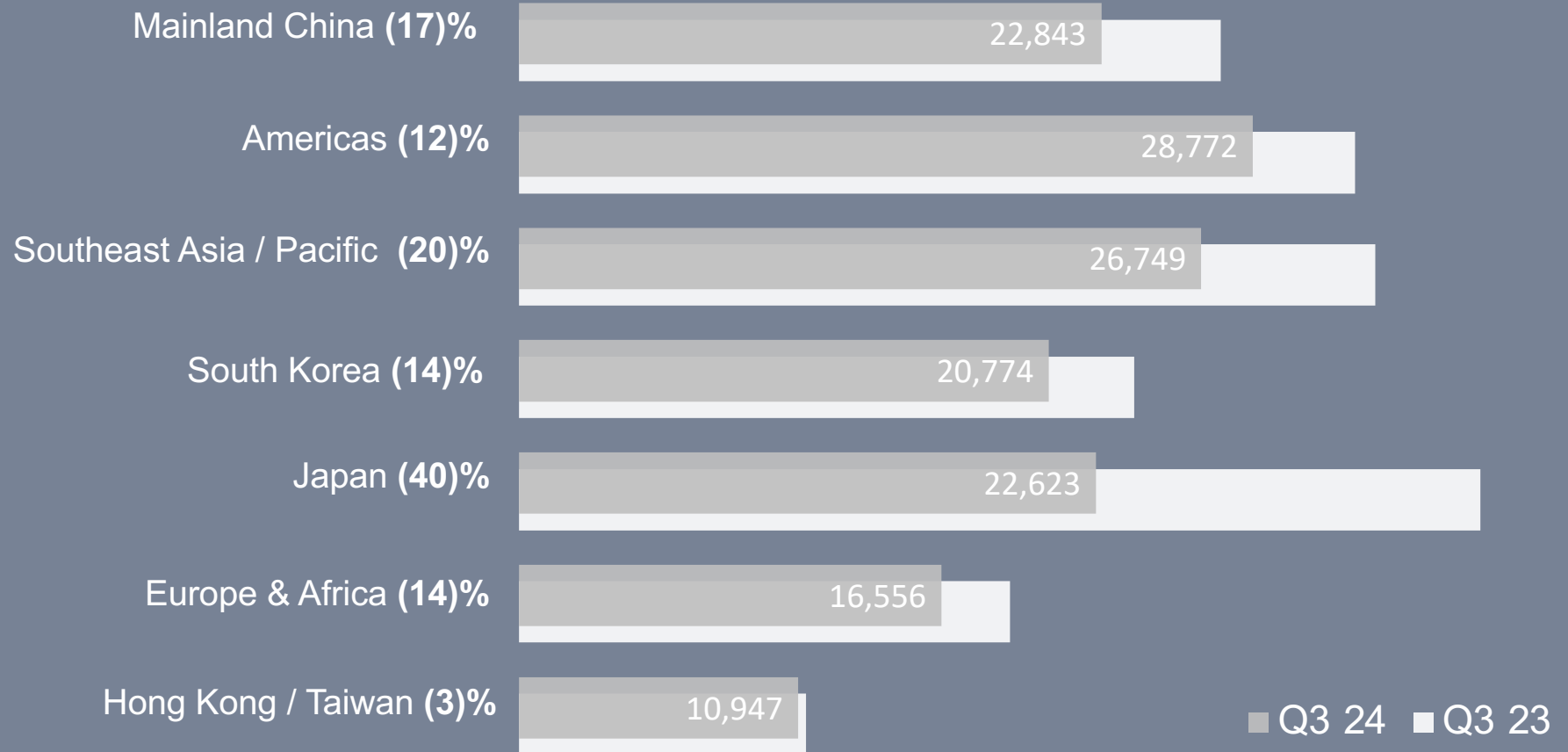
\*Amounts and percentages are in reported currency



# Customers by Segment (000's)



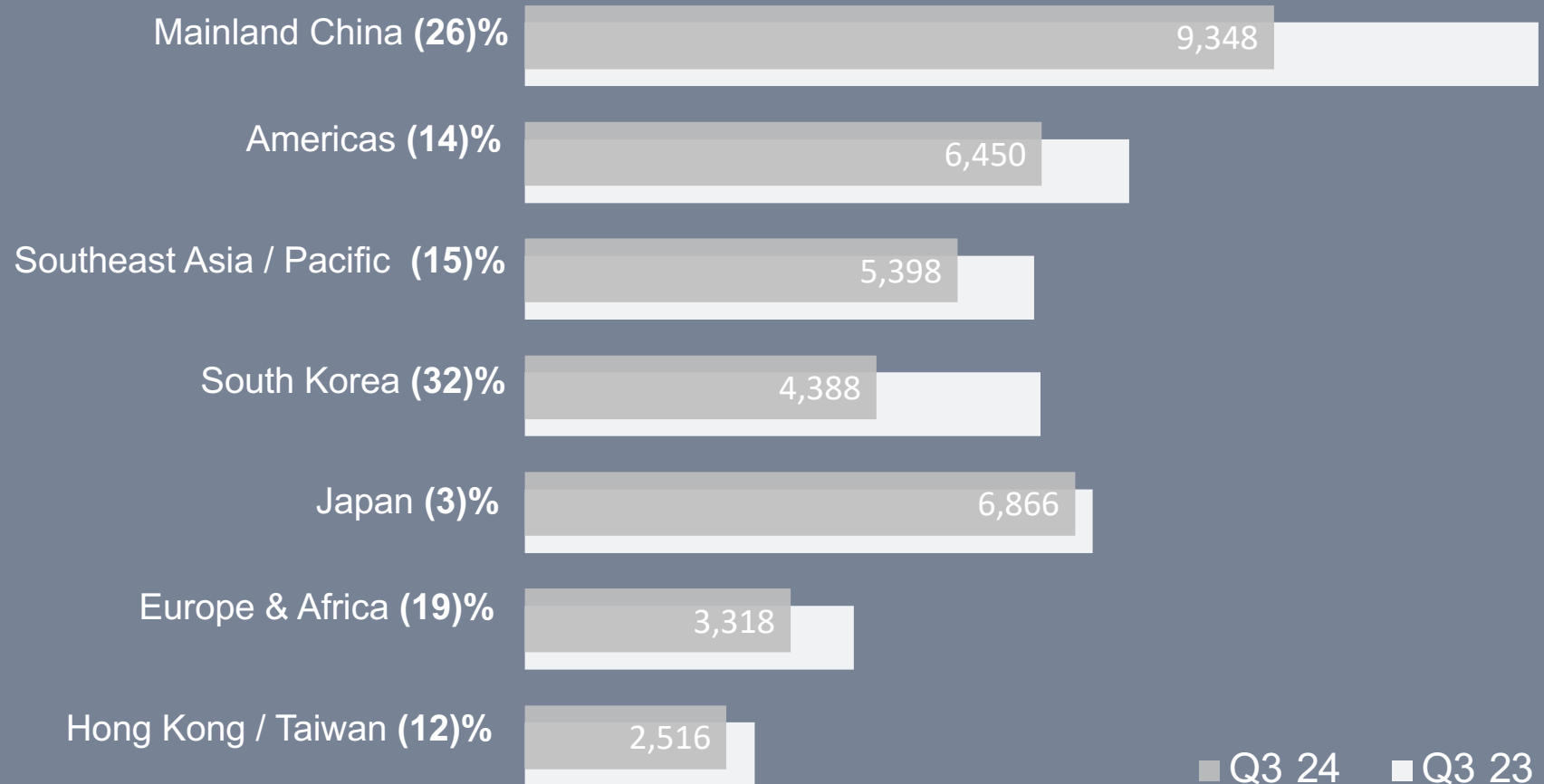
# Paid Affiliates by Segment



During the quarter, the company made an adjustment to eligibility requirements, negatively impacting affiliate counts in several markets



# Sales Leaders by Segment



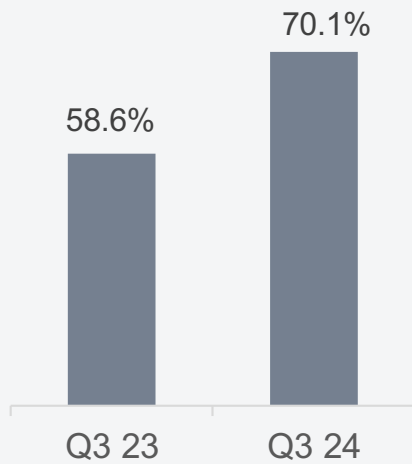
■ Q3 24 ■ Q3 23





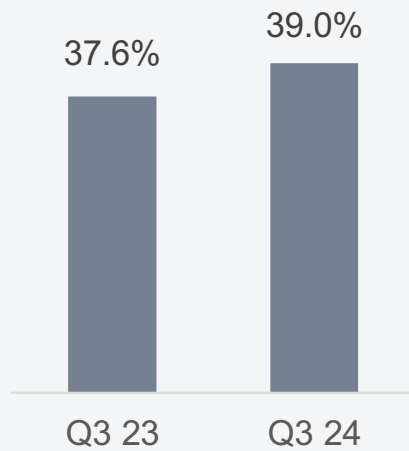
# Operational Performance

## \* Gross Margin



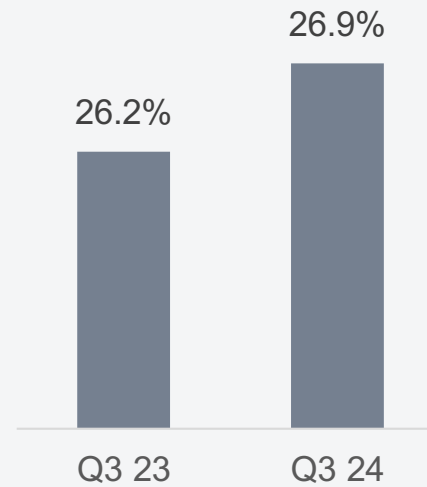
Nu Skin business was 76.5% compared to 61.8%

## Selling Expenses

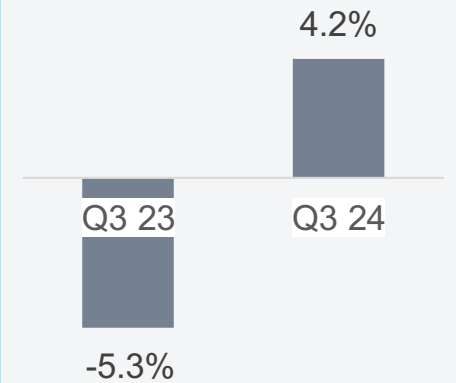


Nu Skin business was 43.5% compared to 41.7%

## G&A Expense



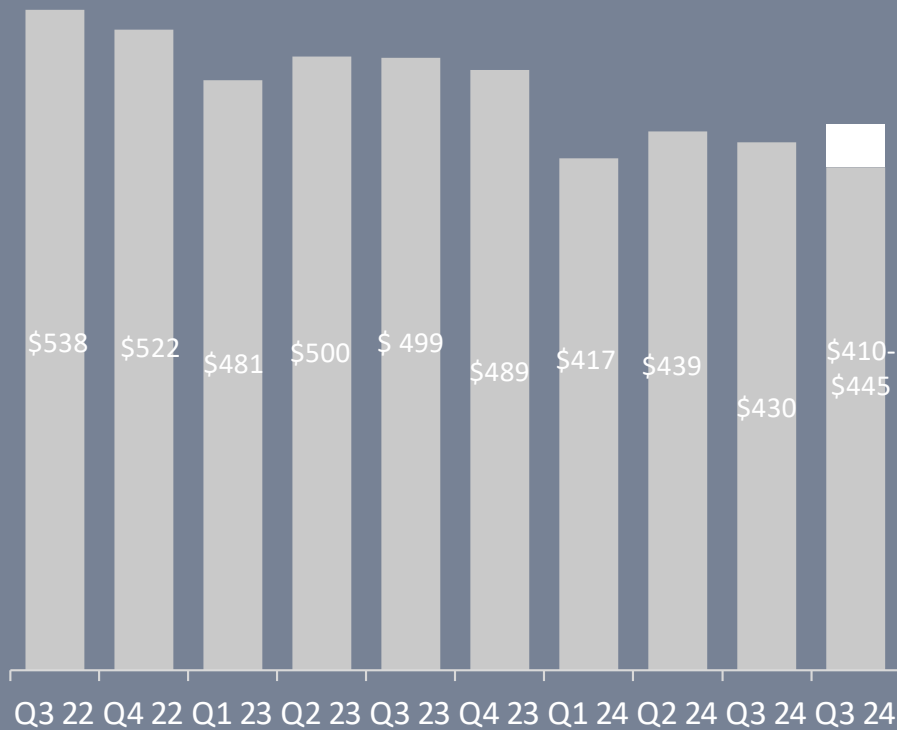
## \* Operating Margin



\* Percentages reflect reported results, see reconciliation table for non-GAAP #'s

# Q3 & 2024 Outlook

## Quarterly Revenue



### Q4 24 Revenue

- \$410 to \$445 M; (16) - (9)%
- Approx. (2) - (1)% fx impact

### Q4 24 EPS

- \$(0.09) to \$0.01 or \$0.19 to \$0.29 non-GAAP

### 2024 Revenue

- \$1.70 to \$1.73 B; (14) - (12)%
- Approx. (4) - (3)% fx impact

### 2024 EPS

- \$(2.32) to \$(2.22) or \$0.65 to \$0.75 non-GAAP

# Reconciliation Tables

NU SKIN ENTERPRISES, INC. Reconciliation of Gross Margin Excluding Impact of Inventory Write-off to GAAP Gross Margin (in thousands, except for per share amounts)				
	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Gross Profit	\$ 301,463	\$ 292,267	\$ 902,704	\$ 1,004,856
Impact of inventory write-off	-	65,728	-	65,728
Adjusted Gross Profit	\$ 301,463	\$ 357,995	\$ 902,704	\$ 1,070,584
Gross Margin	70.1%	58.6%	70.2%	67.9%
Gross Margin, excluding inventory write-off impact	70.1%	71.8%	70.2%	72.3%
Revenue	\$ 430,145	\$ 498,772	\$ 1,286,532	\$ 1,480,491

NU SKIN ENTERPRISES, INC. Reconciliation of Core Nu Skin Business Gross Margin Excluding Impact of Inventory Write-off to GAAP Gross Margin (in thousands, except for per share amounts)				
	Three months ended September 30,			
	2024	2023		
Gross Profit	\$ 273,155	\$ 270,630		
Impact of inventory write-off	-	65,728		
Adjusted Gross Profit	\$ 273,155	\$ 336,358		
Gross Margin	76.5%	61.8%		
Gross Margin, excluding inventory write-off impact	76.5%	76.8%		
Revenue	\$ 356,996	\$ 438,245		

NU SKIN ENTERPRISES, INC. Reconciliation of Effective Tax Rate Excluding Impact of Inventory Write-off, Restructuring and Impairment to GAAP Effective Tax Rate (in thousands, except for per share amounts)				
	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Provision (benefit) for income taxes	\$ 4,996	\$ 2,504	\$ (6,760)	\$ 15,937
Impact of inventory write-off, restructuring and impairment on provision for income taxes	-	650	23,071	3,243
Provision for income taxes, excluding impact of inventory write-off, restructuring and impairment	\$ 4,996	\$ 3,154	\$ 16,311	\$ 19,180
Income before provision for income taxes	13,298	(34,451)	(117,249)	17,250
Impact of inventory write-off	-	65,728	-	65,728
Impact of restructuring and impairment	-	-	156,484	9,787
Income before provision for income taxes, excluding impact of inventory write-off, restructuring and impairment	\$ 13,298	\$ 31,277	\$ 39,235	\$ 92,765
Effective tax rate	37.6%	-7.3%	5.8%	92.4%
Effective tax rate, excluding impact of inventory write-off, restructuring and impairment	37.6%	10.1%	41.6%	20.7%

# Reconciliation Tables

NU SKIN ENTERPRISES, INC. Reconciliation of Earnings Per Share Excluding Impact of Inventory Write-off, Restructuring and Impairment to GAAP Earnings Per Share (in thousands, except for per share amounts)				
	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Net income	\$ 8,302	\$ (36,955)	\$ (110,489)	\$ 1,313
Impact of inventory write-off	-	65,728	-	65,728
Impact of restructuring and impairment	-	-	156,484	9,787
Tax impact	-	(650)	(23,071)	(3,243)
Adjusted net income	\$ 8,302	\$ 28,123	\$ 22,924	\$ 73,585
Diluted earnings per share	\$ 0.17	\$ (0.74)	\$ (2.23)	\$ 0.03
Diluted earnings per share, excluding inventory write-off, restructuring and impairment impact	\$ 0.17	\$ 0.56	\$ 0.46	\$ 1.47
Weighted-average common shares outstanding (000)	49,733	49,859	49,645	50,029

NU SKIN ENTERPRISES, INC. Reconciliation of Operating Margin Excluding Impact of Inventory Write-off, Restructuring and Impairment to GAAP Operating Margin (in thousands, except for per share amounts)				
	Three months ended September 30,		Nine months ended September 30,	
	2024	2023	2024	2023
Operating Income	\$ 18,231	\$ (26,365)	\$ (98,504)	\$ 32,205
Impact of restructuring and impairment	-	-	156,484	9,787
Impact of inventory write-off	-	65,728	-	65,728
Adjusted operating income	\$ 18,231	\$ 39,363	\$ 57,980	\$ 107,720
Operating margin	4.2%	(5.3)%	(7.7)%	2.2%
Operating margin, excluding inventory write-off, restructuring and impairment impact	4.2%	7.9%	4.5%	7.3%
Revenue	\$ 430,145	\$ 498,772	\$ 1,286,532	\$ 1,480,491

NU SKIN ENTERPRISES, INC. Reconciliation of Earnings Per Share Excluding Impact of Restructuring and Impairment to GAAP Earnings Per Share				
	Three months ended December 31, 2024		Year ended December 31, 2024	
	Low end	High end	Low end	High end
Earnings Per Share	\$ (0.09)	\$ 0.01	\$ (2.32)	\$ (2.22)
Impact of restructuring and impairment expense:				
Restructuring and impairment	0.40	0.40	3.55	3.55
Tax impact	(0.12)	(0.12)	(0.58)	(0.58)
Adjusted EPS	\$ 0.19	\$ 0.29	\$ 0.65	\$ 0.75