January 10, 2007

USANA Provides Preliminary Fourth Quarter 2006 Results

Record Fourth Quarter Net Sales and EPS to Exceed Guidance Company Begins Operations in Malaysia Minor Reclassification Made to Historical Revenue and Expense Items

SALT LAKE CITY--(BUSINESS WIRE)--

USANA Health Sciences, Inc. (NASDAQ:USNA) today provided preliminary financial results for its fourth quarter ended December 30, 2006. The company currently expects net sales for this period to be approximately $101 million, before the reclassification as described below. This exceeds management's prior guidance of $98 million to $100 million. Net sales after the reclassification are expected to be approximately $99.5 million, which represents the 18th consecutive quarter of record net sales. Earnings per share for the fourth quarter are expected to exceed management's previously announced guidance of $0.56 to $0.58. The company now anticipates that earnings per share will be in the range of $0.58 to $0.60 and are not affected by the reclassification as described below.

The company also announced today that it has commenced operations in Malaysia, USANA's 13th global market. The company began accepting new Associate applications and processing orders for this market on Monday, January 8, 2007.

"We are pleased that we have finished out 2006 with such strong results, which reflect the hard work and dedication of our Associates as well as the market's continued enthusiasm for our science-based products," said Dave Wentz, president of USANA. "Malaysia, one of the top 15 direct selling markets globally, should provide us with additional growth opportunities."

Revenue Reclassification

The company also announced today that it will make an immaterial reclassification to its consolidated financial statements beginning with the fourth quarter of 2006. This reclassification will not affect reported operating earnings, net earnings, or earnings per share. However, this reclassification will reduce net sales by approximately 1.5%, offset by a corresponding reduction in Associate incentive expense. This reclassification will be reflected in the fourth quarter earnings press release that will be issued in early February 2007.

Previously the company reported a component of its Associate compensation plan as an Associate incentive expense. Now, however, the company will reclassify that component as a sales discount. To facilitate comparison of the company's prior quarters, as well as comparison of that data with the company's past projections, the company has included in this press release historical financial tables that include both pre- and post-reclassification

data. Quarterly data has been provided for fiscal years 2004, 2005, and for the nine-month period ended September 30, 2006.

Updated 2006 Guidance

Giving effect to the reclassification mentioned above, management now anticipates net sales for the full year 2006 to be approximately $374 million. Because the reclassification will not affect earnings per share, management expects earnings per share for the full year 2006 to be in the range of $2.18 to $2.20, which is above the guidance range that was provided on October 17, 2006.

USANA plans to issue a press release for its final fourth quarter and full year 2006 results on February 6, 2007, which will incorporate the above noted reclassification. Executives will hold a conference call with investors on February 7, 2007 to discuss these results.

About USANA

USANA develops and manufactures high quality nutritionals, personal care, and weight management products that are sold directly to Preferred Customers and Associates throughout the United States, Canada, Australia, New Zealand, Hong Kong, Japan, Taiwan, South Korea, Singapore, Mexico, Malaysia, the Netherlands, and the United Kingdom. More information on USANA can be found at http://www.usanahealthsciences.com.

Safe Harbor

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act and Section 21E of the Securities Exchange Act. Actual results could differ materially from those projected in these forward-looking statements, which involve a number of risks and uncertainties, including reliance upon our network of independent Associates, the governmental regulation of our products, manufacturing and marketing risks, and risks associated with our international expansion. The contents of this release should be considered in conjunction with the risk factors, warnings, and cautionary statements that are contained in our most recent filings with the Securities and Exchange Commission.

USANA Health Sciences, Inc.
Consolidated Statements of Earnings
(In thousands, except per share data)
(unaudited)

	Quarter Ended				
	3-Apr-04	3-Jul-04	2-Oct-04	1-Jan-05	2-Apr-05
As Reclassified					
Net sales	$61,030	$66,431	$67,792	$74,098	$75,527
Cost of sales	15,058	16,195	16,732	18,837	18,010
Gross profit	45,972	50,236	51,060	55,261	57,517
Operating expenses					
Associate incentives	22,867	24,741	25,329	28,023	28,499
Selling, general and					

admini-strative	13,262	13,656	13,141	14,633	14,849
Research and development	578	607	450	396	599
Earnings from operations	9,265	11,232	12,140	12,209	13,570
Other income	149	(1)	(513)	598	165
Earnings before income taxes	9,414	11,231	11,627	12,807	13,735
Income taxes	3,201	3,818	3,631	3,652	4,807
NET EARNINGS	$ 6,213	$ 7,413	$ 7,996	$ 9,155	$ 8,928
Earnings per share - diluted	$ 0.30	$ 0.36	$ 0.39	$ 0.46	$ 0.45
Weighted average shares outstanding - diluted	20,853	20,523	20,296	19,990	19,971

As Reported

Net sales	$61,775	$67,246	$68,673	$75,130	$76,578
Cost of sales	15,058	16,195	16,732	18,837	18,010
Gross profit	46,717	51,051	51,941	56,293	58,568
Operating expenses					
Associate incentives	23,612	25,556	26,210	29,055	29,550
Selling, general and admini-strative	13,262	13,656	13,141	14,633	14,849
Research and development	578	607	450	396	599
Earnings from operations	9,265	11,232	12,140	12,209	13,570
Other income	149	(1)	(513)	598	165
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	Quarter Ended					
	2-Jul-05	1-Oct-05	31-Dec-05	1-Apr-06	1-Jul-06	30-Sep-06
As Reclassified						
Net sales	$80,878	$81,038	$85,646	$88,229	$92,482	$93,698
Cost of sales	19,499	19,760	20,747	21,338	22,276	22,188
Gross profit	61,379	61,278	64,899	66,891	70,206	71,510
Operating expenses						
Associate incentives	30,774	31,358	33,414	34,006	36,025	36,994
Selling, general and admini-strative	15,168	14,756	15,553	17,626	17,991	17,898
Research and development	689	551	500	732	830	881
Earnings from operations	14,748	14,613	15,432	14,527	15,360	15,737
Other income	(67)	172	217	295	336	68
Earnings before income taxes	14,681	14,785	15,649	14,822	15,696	15,805
Income taxes	5,138	4,743	5,168	5,262	5,352	5,582
NET EARNINGS	$ 9,543	$10,042	$10,481	$ 9,560	$10,344	$10,223
Earnings per share - diluted	$ 0.48	$ 0.51	$ 0.54	$ 0.50	$ 0.55	$ 0.55
Weighted average shares outstanding - diluted	19,821	19,755	19,336	19,228	18,777	18,486
As Reported						

Net sales	$82,015	$82,225	$86,924	$89,651	$93,911	$95,187
Cost of sales	19,499	19,760	20,747	21,338	22,276	22,188
Gross profit	62,516	62,465	66,177	68,313	71,635	72,999
Operating expenses						
Associate incentives	31,911	32,545	34,692	35,428	37,454	38,483
Selling, general and admini-strative	15,168	14,756	15,553	17,626	17,991	17,898
Research and development	689	551	500	732	830	881
Earnings from operations	14,748	14,613	15,432	14,527	15,360	15,737
Other income	(67)	172	217	295	336	68
Earnings before income taxes	14,681	14,785	15,649	14,822	15,696	15,805
Income taxes	5,138	4,743	5,168	5,262	5,352	5,582
NET EARNINGS	$ 9,543	$10,042	$10,481	$ 9,560	$10,344	$10,223
Earnings per share - diluted	$ 0.48	$ 0.51	$ 0.54	$ 0.50	$ 0.55	$ 0.55
Weighted average shares outstanding - diluted	19,821	19,755	19,336	19,228	18,777	18,486

USANA Health Sciences, Inc.
Sales by Segment and Region
(in thousands)
(unaudited)

	Quarter Ended					
	3-Apr-04	3-Jul-04	2-Oct-04	1-Jan-05	2-Apr-05	2-Jul-05
As Reclassified						
Region						
North America						
United States	$26,771	$27,485	$28,430	$29,465	$30,806	$32,637
Canada	12,269	12,206	12,392	14,933	14,638	15,053

Mexico	747	2,209	2,255	3,047	3,174	3,889
North America Total	39,787	41,900	43,077	47,445	48,618	51,579
Pacific Rim						
Australia-New Zealand	8,164	8,350	8,933	9,740	10,491	11,084
Hong Kong	2,407	2,670	2,765	2,977	2,938	3,263
Japan	2,196	2,155	2,330	2,439	2,465	2,577
Taiwan	3,698	3,865	3,866	4,432	5,019	5,337
South Korea	1,261	1,793	1,354	1,268	1,015	1,292
Singapore	1,983	2,578	2,638	2,969	3,052	3,543
Pacific Rim Total	19,709	21,411	21,886	23,825	24,980	27,096
Segment Total	59,496	63,311	64,963	71,270	73,598	78,675
Contract Manufacturing	1,534	3,120	2,829	2,828	1,929	2,203
Consolidated	$61,030	$66,431	$67,792	$74,098	$75,527	$80,878

As Reported

Region						
North America						
United States	$27,101	$27,821	$28,827	$29,830	$31,203	$33,067
Canada	12,437	12,378	12,553	15,184	14,862	15,287
Mexico	748	2,216	2,268	3,064	3,193	3,910
North America Total	40,286	42,415	43,648	48,078	49,258	52,264
Pacific Rim						
Australia-New Zealand	8,276	8,471	9,056	9,881	10,644	11,241
Hong Kong	2,457	2,750	2,837	3,073	3,040	3,377
Japan	2,216	2,176	2,356	2,470	2,498	2,620
Taiwan	3,729	3,898	3,903	4,479	5,064	5,381
South Korea	1,270	1,804	1,366	1,302	1,045	1,323
Singapore	2,007	2,612	2,678	3,019	3,100	3,606
Pacific Rim Total	19,955	21,711	22,196	24,224	25,391	27,548
Segment Total	60,241	64,126	65,844	72,302	74,649	79,812
Contract Manufacturing	1,534	3,120	2,829	2,828	1,929	2,203
Consolidated	$61,775	$67,246	$68,673	$75,130	$76,578	$82,015

Quarter Ended

	1-Oct-05	31-Dec-05	1-Apr-06	1-Jul-06	30-Sep-06
As Reclassified					
Region					
North America					
United States	$34,636	$36,148	$38,468	$39,250	$39,425
Canada	15,014	16,547	16,701	17,721	16,574
Mexico	3,424	3,479	4,053	4,323	4,503
North America Total	53,074	56,174	59,222	61,294	60,502
Pacific Rim					
Australia-New Zealand	11,180	11,956	11,100	12,104	12,297
Hong Kong	2,889	3,127	3,064	3,376	4,533
Japan	2,526	2,605	2,399	2,379	2,357
Taiwan	4,852	4,860	4,939	4,978	5,509
South Korea	1,218	1,225	1,180	1,704	2,117
Singapore	3,624	3,370	3,427	3,813	4,603
Pacific Rim Total	26,289	27,143	26,109	28,354	31,416
Segment Total	79,363	83,317	85,331	89,648	91,918
Contract Manufacturing	1,675	2,329	2,898	2,834	1,780
Consolidated	$81,038	$85,646	$88,229	$92,482	$93,698
As Reported					
Region					
North America					
United States	$35,181	$36,672	$39,057	$39,818	$40,015
Canada	15,231	16,813	16,979	18,010	16,814
Mexico	3,449	3,508	4,098	4,373	4,555
North America Total	53,861	56,993	60,134	62,201	61,384
Pacific Rim					
Australia-New Zealand	11,341	12,141	11,274	12,291	12,488
Hong Kong	2,971	3,234	3,176	3,480	4,643
Japan	2,562	2,643	2,432	2,417	2,390
Taiwan	4,885	4,895	4,981	5,034	5,587
South Korea	1,250	1,264	1,216	1,762	2,201
Singapore	3,680	3,425	3,540	3,892	4,714
Pacific Rim Total	26,689	27,602	26,619	28,876	32,023
Segment Total	80,550	84,595	86,753	91,077	93,407
Contract Manufacturing	1,675	2,329	2,898	2,834	1,780
Consolidated	$82,225	$86,924	$89,651	$93,911	$95,187

Source: USANA Health Sciences, Inc.