

Nu Skin Enterprises, Inc.
Operational Ratios
Q3 2018 to Q3 2020

	Q3 2018	Q4 2018	Annual 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Annual 2019	Q1 2020	Q2 2020	Q3 2020
Return on invested capital	17.7%	-6.2%	10.7%	14.7%	15.7%	14.9%	13.3%	14.3%	7.0%	15.1%	19.8%
Return on equity	25.5%	-9.1%	15.6%	21.2%	22.2%	20.9%	18.3%	19.8%	9.9%	21.1%	27.2%
Return on asset	12.2%	-4.2%	7.2%	9.8%	10.4%	10.2%	9.1%	9.8%	4.5%	9.3%	12.4%
Working capital as a % of revenue	14.7%	13.2%		13.9%	15.0%	15.7%	16.4%		14.9%	12.3%	10.9%
Days of inventory supply	165.4	164.5	167.9	186.7	171.0	181.7	176.6	170.8	184.2	153.0	132.7
Trailing four quarter revenue	2,661,922	2,679,008	2,679,008	2,686,412	2,605,722	2,520,344	2,420,416	2,420,416	2,314,821	2,303,687	2,417,100
Average four quarter revenue growth	24.2%	18.5%		12.9%	3.0%	-5.1%	-9.4%		-13.9%	-11.5%	-3.5%
Gross margin	76.7%	76.3%	76.3%	76.5%	75.3%	76.2%	75.9%	76.0%	75.7%	74.8%	73.9%
Selling expense (%)	40.2%	39.4%	40.0%	40.0%	39.4%	39.3%	39.1%	39.5%	39.8%	40.6%	39.9%
G&A (%)	24.5%	23.9%	24.7%	25.4%	24.0%	25.1%	27.4%	25.4%	28.9%	24.7%	23.5%
Operating margin	11.9%	2.7%	9.0%	11.0%	11.9%	11.8%	9.4%	11.0%	7.1%	9.5%	10.6%
Net income margin	7.9%	-2.6%	4.5%	6.9%	7.4%	7.5%	6.9%	7.2%	3.8%	6.8%	8.0%
Trailing four quarters EPS	\$ 2.81	\$ 2.16	\$ 2.16	\$ 2.29	\$ 2.22	\$ 2.07	\$ 3.11	\$ 2.16	\$ 2.70	\$ 2.68	\$ 2.97
EBITDA/Revenue	15.1%	5.9%	12.1%	14.7%	15.3%	15.1%	13.0%	14.5%	10.3%	13.3%	13.6%
EBITDAR/Revenue	16.2%	6.8%	13.1%	15.5%	15.8%	15.2%	13.0%	14.9%	10.9%	14.1%	14.6%