

Nu Skin Enterprises, Inc.
Operational Ratios
Q3 2017 to Q3 2019

	Q3 2017	Q4 2017	Annual 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Annual 2018
Return on invested capital	16.1%	7.2%	12.7%	15.7%	17.4%	17.7%	-6.2%	10.7%
Return on equity	23.2%	10.4%	18.4%	17.8%	25.4%	25.5%	-9.1%	15.6%
Return on asset	10.8%	4.6%	8.1%	8.0%	11.7%	12.2%	-4.2%	7.2%
Working capital as a % of revenue	14.6%	12.4%		4.0%	13.1%	14.7%	13.2%	
Days of inventory supply	188.0	153.7	181.7	174.1	151.5	165.4	164.5	167.9
Trailing four quarter revenue	2,144,227	2,279,099	2,279,099	2,396,219	2,550,308	2,661,922	2,679,008	2,679,008
Average four quarter revenue growth	-4.1%	4.0%		8.4%	17.5%	24.2%	18.5%	
Gross margin	78.6%	77.7%	78.0%	76.3%	76.1%	76.7%	76.3%	76.3%
Selling expense (%)	41.7%	39.8%	41.2%	41.8%	38.7%	40.2%	39.4%	40.0%
G&A (%)	25.4%	23.0%	24.8%	24.9%	25.6%	24.5%	23.9%	24.7%
Operating margin	11.4%	14.9%	12.0%	9.6%	11.8%	11.9%	2.7%	9.0%
Net income margin	7.4%	2.7%	5.7%	5.8%	7.2%	7.9%	-2.6%	4.5%
Trailing four quarters EPS	\$ 2.73	\$ 2.37	\$ 2.36	\$ 2.50	\$ 2.63	\$ 2.81	\$ 2.16	\$ 2.16
EBITDA/Revenue	15.4%	18.4%	15.8%	13.5%	14.1%	15.1%	5.9%	12.1%
EBITDAR/Revenue	16.6%	19.1%	16.6%	14.6%	15.0%	16.2%	6.8%	13.1%

Q1 2019	Q2 2019	Q3 2019
14.7%	15.7%	14.9%
21.2%	22.2%	20.9%
9.8%	10.4%	10.2%
13.9%	15.0%	15.7%
186.7	171.0	181.7
2,686,412	2,605,722	2,520,344
12.9%	3.0%	-5.1%
76.5%	75.3%	76.2%
40.0%	39.4%	39.3%
25.4%	24.0%	25.1%
11.0%	11.9%	11.8%
6.9%	7.4%	7.5%
\$ 2.29	\$ 2.22	\$ 2.07
14.7%	15.3%	15.1%
15.5%	15.8%	15.2%