

Nu Skin Enterprises, Inc.
Operational Ratios
Q2 2018 to Q2 2020

	Q2 2018	Q3 2018	Q4 2018	Annual 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Annual 2019	Q1 2020	Q2 2020
Return on invested capital	17.4%	17.7%	-6.2%	10.7%	14.7%	15.7%	14.9%	13.3%	14.3%	7.0%	15.1%
Return on equity	25.4%	25.5%	-9.1%	15.6%	21.2%	22.2%	20.9%	18.3%	19.8%	9.9%	21.1%
Return on asset	11.7%	12.2%	-4.2%	7.2%	9.8%	10.4%	10.2%	9.1%	9.8%	4.5%	9.3%
Working capital as a % of revenue	13.1%	14.7%	13.2%		13.9%	15.0%	15.7%	16.4%		14.9%	14.9%
Days of inventory supply	151.5	165.4	164.5	167.9	186.7	171.0	181.7	176.6	170.8	184.2	153.0
Trailing four quarter revenue	2,550,308	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	2,369,018
Average four quarter revenue growth	17.5%	24.2%	18.5%		12.9%	3.0%	-5.1%	-9.4%		-13.9%	-11.5%
Gross margin	76.1%	76.7%	76.3%	76.3%	76.5%	75.3%	76.2%	75.9%	76.0%	75.7%	74.8%
Selling expense (%)	38.7%	40.2%	39.4%	40.0%	40.0%	39.4%	39.3%	39.1%	39.5%	39.8%	40.6%
G&A (%)	25.6%	24.5%	23.9%	24.7%	25.4%	24.0%	25.1%	27.4%	25.4%	28.9%	24.7%
Operating margin	11.8%	11.9%	2.7%	9.0%	11.0%	11.9%	11.8%	9.4%	11.0%	7.1%	9.5%
Net income margin	7.2%	7.9%	-2.6%	4.5%	6.9%	7.4%	7.5%	6.9%	7.2%	3.8%	6.8%
Trailing four quarters EPS	\$ 2.63	\$ 2.81	\$ 2.16	\$ 2.16	\$ 2.29	\$ 2.22	\$ 2.07	\$ 3.11	\$ 2.16	\$ 2.70	\$ 2.68
EBITDA/Revenue	14.1%	15.1%	5.9%	12.1%	14.7%	15.3%	15.1%	13.0%	14.5%	10.3%	13.3%
EBITDAR/Revenue	15.0%	16.2%	6.8%	13.1%	15.5%	15.8%	15.2%	13.0%	14.9%	10.9%	14.1%