

Nu Skin Enterprises, Inc.
Operational Ratios
Q1 2018 to Q1 2020

	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Annual 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Annual 2019	Q1 2020
Return on invested capital	15.7%	17.4%	17.7%	-6.2%	10.7%	14.7%	15.7%	14.9%	13.3%	14.3%	7.0%
Return on equity	17.8%	25.4%	25.5%	-9.1%	15.6%	21.2%	22.2%	20.9%	18.3%	19.8%	9.9%
Return on asset	8.0%	11.7%	12.2%	-4.2%	7.2%	9.8%	10.4%	10.2%	9.1%	9.8%	4.5%
Working capital as a % of revenue	4.0%	13.1%	14.7%	13.2%		13.9%	15.0%	15.7%	16.4%		14.9%
Days of inventory supply	174.1	151.5	165.4	164.5	167.9	186.7	171.0	181.7	176.6	170.8	184.2
Trailing four quarter revenue	2,396,219	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
Average four quarter revenue growth	8.4%	17.5%	24.2%	18.5%		12.9%	3.0%	-5.1%	-9.4%		-13.9%
Gross margin	76.3%	76.1%	76.7%	76.3%	76.3%	76.5%	75.3%	76.2%	75.9%	76.0%	75.7%
Selling expense (%)	41.8%	38.7%	40.2%	39.4%	40.0%	40.0%	39.4%	39.3%	39.1%	39.5%	39.8%
G&A (%)	24.9%	25.6%	24.5%	23.9%	24.7%	25.4%	24.0%	25.1%	27.4%	25.4%	28.9%
Operating margin	9.6%	11.8%	11.9%	2.7%	9.0%	11.0%	11.9%	11.8%	9.4%	11.0%	7.1%
Net income margin	5.8%	7.2%	7.9%	-2.6%	4.5%	6.9%	7.4%	7.5%	6.9%	7.2%	3.8%
Trailing four quarters EPS	\$ 2.50	\$ 2.63	\$ 2.81	\$ 2.16	\$ 2.16	\$ 2.29	\$ 2.22	\$ 2.07	\$ 3.11	\$ 2.16	\$ 2.70
EBITDA/Revenue	13.5%	14.1%	15.1%	5.9%	12.1%	14.7%	15.3%	15.1%	13.0%	14.5%	10.3%
EBITDAR/Revenue	14.6%	15.0%	16.2%	6.8%	13.1%	15.5%	15.8%	15.2%	13.0%	14.9%	10.9%