

**Nu Skin Enterprises, Inc.**  
**Operational Ratios**  
**Q1 2019 to Q1 2021**

	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Annual 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Annual 2020	Q1 2021
Return on invested capital	14.7%	15.7%	17.9%	-5.9%	14.3%	7.0%	15.1%	19.8%	24.5%	16.0%	16.2%
Return on equity	21.2%	22.2%	20.9%	18.3%	19.8%	9.9%	21.1%	27.2%	32.9%	21.4%	21.8%
Return on asset	9.8%	10.4%	10.2%	9.1%	9.8%	4.5%	9.3%	12.4%	15.0%	9.8%	9.7%
Working capital as a % of revenue	13.9%	15.0%	15.7%	16.4%	15.8%	14.9%	12.3%	10.9%	12.0%	14.0%	12.5%
Days of inventory supply	186.7	171.0	181.7	176.6	170.8	184.2	153.0	132.7	145.3	172.0	191.8
Trailing four quarter revenue	2,686,412	2,605,722	2,520,344	2,420,416	2,420,416	2,314,821	2,303,687	2,417,100	2,581,934	2,581,934	2,740,932
Average four quarter revenue growth	12.9%	3.0%	-5.1%	-9.4%		-13.9%	-11.5%	-3.5%	7.2%		19.1%
Gross margin	76.5%	75.3%	76.2%	75.9%	76.0%	75.7%	74.8%	73.9%	74.0%	74.5%	74.8%
Selling expense (%)	40.0%	39.4%	39.3%	39.1%	39.5%	39.8%	40.6%	39.9%	38.0%	39.5%	40.4%
G&A (%)	25.4%	24.0%	25.1%	27.4%	25.4%	28.9%	24.7%	23.5%	24.1%	25.1%	25.1%
Operating margin	11.0%	11.9%	11.8%	9.4%	11.0%	7.1%	9.5%	10.6%	11.9%	10.0%	9.3%
Net income margin	6.9%	7.4%	7.5%	6.9%	7.2%	3.8%	6.8%	8.0%	9.8%	7.4%	7.0%
Trailing four quarters EPS	2.29	2.16	2.05	3.11	\$ 3.10	2.70	2.68	2.97	3.65	\$ 3.63	4.20
EBITDA/Revenue	14.7%	15.3%	15.1%	13.0%	14.5%	10.3%	13.3%	13.6%	15.1%	13.3%	12.6%
EBITDAR/Revenue	15.5%	15.8%	15.2%	13.0%	14.9%	10.9%	14.1%	14.6%	16.2%	14.2%	13.6%