

Nu Skin Enterprises, Inc.
Operational Ratios
Q3 2020 to Q3 2022

	Q3 2020	Q4 2020	Annual 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Annual 2021	Q1 2022	Q2 2022	Q3 2022
Return on invested capital	15.5%	13.4%	16.0%	16.2%	19.7%	16.4%	-3.1%	12.5%	13.0%	10.3%	-8.3%
Return on equity	27.2%	32.9%	21.4%	21.8%	25.9%	21.2%	-4.0%	16.1%	16.6%	14.6%	-12.1%
Return on asset	12.4%	15.0%	9.8%	9.7%	11.6%	10.1%	-1.9%	7.7%	8.2%	7.2%	-5.8%
Working capital as a % of revenue	10.9%	12.0%	14.0%	12.5%	12.3%	13.7%	12.7%	12.7%	14.7%	22.2%	19.2%
Days of inventory supply	132.7	145.3	172.0	191.8	204.6	235.2	207.1	213.2	212.6	215.3	169.9
Trailing four quarter revenue	2,417,100	2,581,934	2,581,934	2,740,932	2,832,621	2,770,426	2,695,669	2,695,669	2,623,542	2,480,102	2,376,755
Average four quarter revenue growth	-3.5%	7.2%		19.1%	23.3%	16.3%	6.7%		-3.6%	-12.5%	-14.3%
Gross margin	73.9%	74.0%	74.5%	74.8%	75.6%	75.2%	74.2%	75.0%	73.3%	73.6%	67.7%
Selling expense (%)	39.9%	38.0%	39.5%	40.8%	39.9%	40.6%	38.7%	39.6%	40.1%	39.1%	40.3%
G&A (%)	23.5%	24.1%	25.1%	24.8%	23.6%	24.4%	24.7%	24.7%	24.6%	25.3%	25.7%
Operating margin	10.6%	11.9%	10.0%	9.3%	12.1%	10.2%	3.0%	8.7%	8.6%	9.2%	-3.8%
Net income margin	8.0%	9.8%	7.4%	7.0%	8.4%	7.8%	-1.4%	5.5%	6.4%	6.1%	-4.7%
Trailing four quarters EPS	2.25	3.65	\$ 3.63	4.20	4.54	4.43	2.85	\$ 2.86	2.70	2.22	0.74
EBITDA/Revenue	13.6%	15.1%	13.3%	12.6%	14.7%	14.2%	6.1%	11.9%	11.6%	11.5%	-1.3%
EBITDAR/Revenue	14.6%	16.2%	14.2%	13.6%	15.6%	14.7%	7.1%	12.8%	12.3%	11.9%	-0.7%