

**Nu Skin Enterprises, Inc.**  
**Operational Ratios**  
**Q1 2020 to Q1 2022**

	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Annual 2020	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Annual 2021	Q1 2022
Return on invested capital	7.0%	15.1%	15.5%	13.4%	16.0%	16.2%	19.7%	16.4%	-3.1%	12.5%	13.0%
Return on equity	9.9%	21.1%	27.2%	32.9%	21.4%	21.8%	25.9%	21.2%	-4.0%	16.1%	16.6%
Return on asset	4.5%	9.3%	12.4%	15.0%	9.8%	9.7%	11.6%	10.1%	-1.9%	7.7%	8.2%
Working capital as a % of revenue	14.9%	12.3%	10.9%	12.0%	14.0%	12.5%	12.3%	13.7%	12.7%	12.7%	14.7%
Days of inventory supply	184.2	153.0	132.7	145.3	172.0	191.8	204.6	235.2	207.1	213.2	212.6
Trailing four quarter revenue	2,314,821	2,303,687	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
Average four quarter revenue growth	-13.9%	-11.5%	-3.5%	7.2%		19.1%	23.3%	16.3%	6.7%		-3.6%
Gross margin	75.7%	74.8%	73.9%	74.0%	74.5%	74.8%	75.6%	75.2%	74.2%	75.0%	73.3%
Selling expense (%)	39.8%	40.6%	39.9%	38.0%	39.5%	40.8%	39.5%	39.9%	38.7%	39.6%	40.1%
G&A (%)	28.9%	24.7%	23.5%	24.1%	25.1%	24.8%	24.0%	25.1%	24.7%	24.7%	24.6%
Operating margin	7.1%	9.5%	10.6%	11.9%	10.0%	9.3%	12.1%	10.2%	3.0%	8.7%	8.6%
Net income margin	3.8%	6.8%	8.0%	9.8%	7.4%	7.0%	8.4%	7.8%	-1.4%	5.5%	6.4%
Trailing four quarters EPS	2.70	2.23	2.25	3.65	\$ 3.63	4.20	4.54	4.43	2.85	\$ 2.86	2.70
EBITDA/Revenue	10.3%	13.3%	13.6%	15.1%	13.3%	12.6%	14.7%	14.2%	6.1%	11.9%	11.6%
EBITDAR/Revenue	10.9%	14.1%	14.6%	16.2%	14.2%	13.6%	15.6%	14.7%	7.1%	12.8%	12.3%