

Nu Skin Enterprises, Inc.
Operational Ratios
Q2 2019 to Q2 2021

	Q2 2019	Q3 2019	Q4 2019	Annual 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Annual 2020	Q1 2021	Q2 2021
Return on invested capital	15.7%	17.9%	-5.9%	14.3%	7.0%	15.1%	19.8%	24.5%	16.0%	16.2%	19.7%
Return on equity	22.2%	20.9%	18.3%	19.8%	9.9%	21.1%	27.2%	32.9%	21.4%	21.8%	25.9%
Return on asset	10.4%	10.2%	9.1%	9.8%	4.5%	9.3%	12.4%	15.0%	9.8%	9.7%	11.6%
Working capital as a % of revenue	15.0%	15.7%	16.4%	15.8%	14.9%	12.3%	10.9%	12.0%	14.0%	12.5%	12.3%
Days of inventory supply	171.0	181.7	176.6	170.8	184.2	153.0	132.7	145.3	172.0	191.8	204.6
Trailing four quarter revenue	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	2,832,621
Average four quarter revenue growth	3.0%	-5.1%	-9.4%		-13.9%	-11.5%	-3.5%	7.2%		19.1%	19.1%
Gross margin	75.3%	76.2%	75.9%	76.0%	75.7%	74.8%	73.9%	74.0%	74.5%	74.8%	75.6%
Selling expense (%)	39.4%	39.3%	39.1%	39.5%	39.8%	40.6%	39.9%	38.0%	39.5%	40.4%	39.5%
G&A (%)	24.0%	25.1%	27.4%	25.4%	28.9%	24.7%	23.5%	24.1%	25.1%	25.1%	24.0%
Operating margin	11.9%	11.8%	9.4%	11.0%	7.1%	9.5%	10.6%	11.9%	10.0%	9.3%	12.1%
Net income margin	7.4%	7.5%	6.9%	7.2%	3.8%	6.8%	8.0%	9.8%	7.4%	7.0%	8.4%
Trailing four quarters EPS	2.16	2.05	3.11	\$ 3.10	2.70	2.68	2.97	3.65	\$ 3.63	4.20	4.54
EBITDA/Revenue	15.3%	15.1%	13.0%	14.5%	10.3%	13.3%	13.6%	15.1%	13.3%	12.6%	14.7%
EBITDAR/Revenue	15.8%	15.2%	13.0%	14.9%	10.9%	14.1%	14.6%	16.2%	14.2%	13.6%	15.6%