

Nu Skin Enterprises, Inc.
Operational Ratios
Q4 2021 to Q4 2023

	Q4 2021	Annual 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Annual 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Annual 2023
Return on invested capital	22.8%	11.4%	11.9%	10.0%	-8.0%	17.6%	8.1%	3.5%	7.7%	-12.5%	2.2%	0.7%
Return on equity	-4.0%	16.1%	16.6%	14.6%	-12.1%	25.5%	11.7%	5.1%	12.0%	-18.0%	3.5%	1.0%
Return on asset	-1.9%	7.7%	8.2%	7.2%	-5.8%	12.6%	5.8%	2.5%	5.7%	-8.2%	1.6%	1.9%
Working capital as a % of revenue	12.7%	12.7%	14.7%	22.2%	19.2%	19.2%	18.0%	20.8%	17.4%	13.4%	19.1%	18.9%
Days of inventory supply	207.1	213.2	212.6	215.3	169.9	210.8	197.5	246.9	247.2	126.9	185.0	164.7
Trailing four quarter revenue	2,695,669	2,695,669	2,623,542	2,480,102	2,376,755	2,225,659	2,225,659	2,102,222	2,041,864	2,002,831	1,969,131	1,969,131
Average four quarter revenue growth	6.7%		-3.6%	-12.5%	-14.3%	-17.4%		-19.8%	-17.4%	-15.2%	-11.2%	
Gross margin	74.2%	75.0%	73.3%	73.6%	67.7%	71.7%	71.7%	72.3%	72.9%	58.6%	72.1%	68.9%
Selling expense (%)	39.1%	40.1%	40.1%	39.1%	40.3%	38.5%	39.5%	39.1%	37.0%	37.6%	37.1%	37.7%
G&A (%)	24.4%	24.3%	24.6%	25.3%	25.7%	24.4%	25.0%	27.8%	27.4%	26.2%	29.7%	27.8%
Operating margin	3.0%	8.7%	8.6%	9.2%	-3.8%	5.3%	5.0%	3.3%	8.5%	-5.3%	3.3%	2.5%
Net income margin	-1.4%	5.5%	6.4%	6.1%	-4.7%	11.0%	4.7%	2.4%	5.4%	-7.4%	1.5%	0.4%
Trailing four quarters EPS	2.85	\$ 2.86	2.70	2.22	0.74	2.07	\$ 2.07	1.54	1.41	1.18	0.18	\$ 0.17
EBITDA/Revenue	5.9%	11.9%	11.6%	11.5%	-1.3%	9.1%	7.9%	7.6%	12.0%	-1.7%	7.2%	6.2%
EBITDAR/Revenue	6.9%	12.7%	12.3%	11.9%	-0.7%	9.7%	8.4%	8.4%	13.0%	-1.0%	7.9%	7.0%