

**Nu Skin Enterprises, Inc.**  
**Operational Ratios**  
**Q1 2021 to Q1 2023**

	<b>Q1 2021</b>	<b>Q2 2021</b>	<b>Q3 2021</b>	<b>Q4 2021</b>	<b>Annual 2021</b>	<b>Q1 2022</b>	<b>Q2 2022</b>	<b>Q3 2022</b>	<b>Q4 2022</b>	<b>Annual 2022</b>	<b>Q1 2023</b>
Return on invested capital	16.2%	19.7%	18.5%	24.9%	12.5%	13.0%	10.3%	-8.3%	18.0%	8.2%	3.6%
Return on equity	21.8%	25.9%	21.2%	-4.0%	16.1%	16.6%	14.6%	-12.1%	25.5%	11.7%	5.1%
Return on asset	9.7%	11.6%	10.1%	-1.9%	7.7%	8.2%	7.2%	-5.8%	12.6%	5.8%	2.5%
Working capital as a % of revenue	12.5%	12.3%	13.7%	12.7%	12.7%	14.7%	22.2%	19.2%	19.2%	18.0%	20.8%
Days of inventory supply	191.8	204.6	235.2	207.1	213.2	212.6	215.3	169.9	210.8	197.5	246.9
Trailing four quarter revenue	2,740,932	2,832,621	2,770,426	2,695,669	2,695,669	2,623,542	2,480,102	2,376,755	2,225,659	2,225,659	2,102,222
Average four quarter revenue growth	19.1%	23.3%	16.3%	6.7%		-3.6%	-12.5%	-14.3%	-17.4%		-19.8%
Gross margin	74.8%	75.6%	75.2%	74.2%	75.0%	73.3%	73.6%	67.7%	71.7%	71.7%	72.3%
Selling expense (%)	40.8%	39.9%	40.6%	39.1%	40.1%	40.1%	39.1%	40.3%	38.5%	39.5%	39.1%
G&A (%)	24.8%	23.6%	24.4%	24.4%	24.3%	24.6%	25.3%	25.7%	24.4%	25.0%	27.8%
Operating margin	9.3%	12.1%	10.2%	3.0%	8.7%	8.6%	9.2%	-3.8%	5.3%	5.0%	3.3%
Net income margin	7.0%	8.4%	7.8%	-1.4%	5.5%	6.4%	6.1%	-4.7%	11.0%	4.7%	2.4%
Trailing four quarters EPS	4.20	4.30	4.37	2.85	\$ 2.86	2.70	2.22	0.74	2.07	\$ 2.07	1.54
EBITDA/Revenue	12.6%	14.7%	14.2%	5.9%	11.9%	11.6%	11.5%	-1.3%	9.1%	7.9%	7.6%
EBITDAR/Revenue	13.6%	15.6%	14.7%	6.9%	12.7%	12.3%	11.9%	-0.7%	9.7%	8.4%	8.4%