

Nu Skin Enterprises, Inc.
Operational Ratios
Q2 2017 to Q1 2019

	Q2 2017	Q3 2017	Q4 2017	Annual 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Annual 2018	Q1 2018
Return on invested capital	16.4%	16.1%	7.2%	12.7%	15.7%	17.4%	17.7%	-6.2%	10.7%	14.7%
Return on equity	24.0%	23.2%	10.3%	18.4%	17.8%	25.4%	25.5%	-9.1%	15.6%	21.2%
Return on asset	11.1%	10.8%	4.6%	8.1%	8.0%	11.7%	12.2%	-4.2%	7.2%	9.8%
Working capital as a % of revenue	14.5%	14.6%	12.4%		4.0%	13.1%	14.7%	13.2%		13.8%
Days of inventory supply	182.7	188.0	153.6	181.8	174.1	151.4	165.3	164.6	167.9	186.8
Trailing four quarter revenue	2,184.7	2,144.2	2,279.1	2,279.1	2,396.2	2,550.3	2,661.9	2,679.0	2,679.0	2,686.4
Average four quarter revenue growth	-1.0%	-4.1%	4.0%		8.4%	17.5%	24.2%	18.5%		12.9%
Gross margin	77.9%	78.6%	77.7%	78.0%	76.3%	76.1%	76.7%	76.3%	76.3%	76.5%
Selling expense (%)	41.5%	41.7%	39.8%	41.2%	41.8%	38.7%	40.2%	39.4%	40.0%	40.0%
G&A (%)	24.6%	25.4%	23.0%	24.8%	24.9%	25.6%	24.5%	23.9%	24.7%	25.4%
Operating margin	11.8%	11.4%	14.9%	12.0%	9.6%	11.8%	12.0%	2.7%	9.0%	11.0%
Net income margin	7.6%	7.4%	2.7%	5.7%	5.8%	7.2%	7.9%	-2.6%	4.6%	6.9%
Trailing four quarters EPS	\$ 2.95	\$ 2.73	\$ 2.37	\$ 2.36	\$ 2.50	\$ 2.63	\$ 2.81	\$ 2.16	\$ 2.16	\$ 2.29
EBITDA/Revenue	15.5%	15.4%	18.3%	15.8%	13.5%	14.0%	15.1%	5.9%	12.1%	14.7%
EBITDAR/Revenue	16.2%	16.6%	19.1%	16.6%	14.6%	15.0%	16.2%	6.8%	13.1%	15.5%