

Nu Skin Enterprises, Inc.
Operational Ratios
Q1 2017 to Q4 2018

	Q1 2017	Q2 2017	Q3 2017	Q4 2017	Annual 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Annual 2018
Return on invested capital	10.8%	16.4%	16.1%	7.2%	12.7%	15.7%	17.4%	17.7%	-6.2%	10.7%
Return on equity	16.0%	24.0%	23.2%	10.3%	18.4%	17.8%	25.4%	25.5%	-9.1%	15.6%
Return on asset	7.4%	11.1%	10.8%	4.6%	8.1%	8.0%	11.7%	12.2%	-4.2%	7.2%
Working capital as a % of revenue	15.6%	14.5%	14.6%	12.4%		4.0%	13.1%	14.7%	13.2%	
Days of inventory supply	203.7	182.7	188.0	153.6	181.8	174.1	151.4	165.3	164.6	167.9
Trailing four quarter revenue	2,235.1	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
Average four quarter revenue growth	2.9%	-1.0%	-4.1%	4.0%		8.4%	17.5%	24.2%	18.5%	
Gross margin	77.7%	77.9%	78.6%	77.7%	78.0%	76.3%	76.1%	76.7%	76.3%	76.3%
Selling expense (%)	41.9%	41.5%	41.7%	39.8%	41.2%	41.8%	38.7%	40.2%	39.4%	40.0%
G&A (%)	26.5%	24.6%	25.4%	23.0%	24.8%	24.9%	25.6%	24.5%	23.9%	24.7%
Operating margin	9.3%	11.8%	11.4%	14.9%	12.0%	9.6%	11.8%	12.0%	2.7%	9.0%
Net income margin	5.5%	7.6%	7.4%	2.7%	5.7%	5.8%	7.2%	7.9%	-2.6%	4.6%
Trailing four quarters EPS	\$ 2.97	\$ 2.95	\$ 2.73	\$ 2.37	\$ 2.36	\$ 2.50	\$ 2.63	\$ 2.81	\$ 2.16	\$ 2.16
EBITDA/Revenue	13.0%	15.5%	15.4%	18.3%	15.8%	13.5%	14.0%	15.1%	6.1%	12.2%
EBITDAR/Revenue	13.8%	16.2%	16.6%	19.1%	16.6%	14.6%	15.0%	16.2%	7.0%	13.2%