

Nu Skin Enterprises, Inc.
Operational Ratios
Q3 2022 to Q3 2024

	Q3 2022	Q4 2022	Annual 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Annual 2023	Q1 2024	Q2 2024	Q3 2024
Return on invested capital	15.7%	-2.8%	8.1%	3.5%	7.7%	-11.2%	2.2%	0.6%	-0.2%	-41.3%	3.1%
Return on equity	-12.1%	25.5%	11.7%	5.1%	12.0%	-18.0%	3.5%	1.0%	-0.3%	-68.9%	4.7%
Return on asset	-5.8%	12.6%	5.8%	2.5%	5.7%	-8.2%	1.6%	0.5%	-0.1%	-29.8%	2.1%
Working capital as a % of revenue	19.2%	19.2%	18.0%	20.8%	17.4%	13.4%	19.1%	18.9%	20.2%	19.7%	18.3%
Days of inventory supply	169.9	210.8	197.5	246.9	247.2	126.9	185.0	164.7	193.6	166.5	173.3
Trailing four quarter revenue	#REF!	#REF!	2,225,659	2,102,222	2,041,864	2,002,831	1,969,131	1,969,131	1,904,975	1,843,799	1,775,172
Average four quarter revenue growth	-14.3%	-17.4%		-19.8%	-17.4%	-15.2%	-11.2%		-9.5%	-9.8%	-11.4%
Gross margin	67.7%	71.7%	71.7%	72.3%	72.9%	58.6%	72.1%	68.9%	70.5%	70.0%	70.1%
Selling expense (%)	40.3%	38.5%	39.5%	39.1%	37.0%	37.6%	37.1%	37.7%	36.8%	37.7%	39.0%
G&A (%)	25.7%	24.4%	25.0%	27.8%	27.4%	26.2%	29.7%	27.8%	29.9%	26.9%	26.9%
Operating margin	-3.8%	5.3%	5.0%	3.3%	8.5%	-5.3%	3.3%	2.5%	2.1%	-28.6%	4.2%
Net income margin	-4.7%	11.0%	4.7%	2.4%	5.4%	-7.4%	1.5%	0.4%	-0.1%	-26.9%	1.9%
Trailing four quarters EPS	#REF!	#REF!	\$ 2.07	1.54	1.41	1.18	0.18	\$ 0.17	(0.06)	(2.98)	(2.07)
EBITDA/Revenue	-1.3%	9.1%	7.9%	7.6%	12.0%	-1.7%	7.2%	6.2%	6.4%	-24.4%	9.1%
EBITDAR/Revenue	-0.7%	9.7%	8.4%	8.4%	13.0%	-1.0%	7.9%	7.0%	7.5%	-23.6%	9.9%