# Natural Alternatives International Inc.

**NAII**

Nasdaq; healthcare; SIC 2833, Medicinal Chemicals & Botanical Products; CIK 0000787253

**E**

**weakest fifth of 370 graded peers in healthcare**

rank 319 of 370; percentile 86.2; sampling error 2.5 points; lower is stronger

A B C D E

**E, the bear**



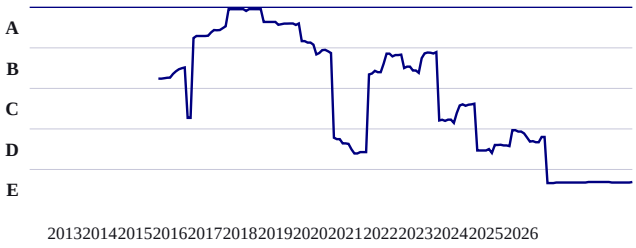
| Scoreboard | |
|---|---|
| **Profitability** | D<br>percentile 64.7 |
| **Solvency** | C<br>percentile 52.2 |
| **Growth and financing** | D<br>percentile 75.0 |
| **Reliability** | 0.87 AUC<br>filers with $120M to $591M assets; 95% interval 0.83 to 0.90; 206 events, 2020 to 2025 |
| **Peer failure rate** | 1.03% a year<br>Item 1.03 bankruptcies, same asset band, 2012 to 2025 |
| **Size band** | $120M to $591M assets<br>total assets $126.4M |
| **Standard universe** | inside<br>revenue above $1M and assets above $10M |
| **Warnings** | dilution, late filer; fortress balance sh...<br>not computable: distress |
| **Inputs computable** | 8 of 14 |
| **Graded from** | filings received through Sep 28, 2026<br>31 days before the rescan; latest periodic filing 10-K received Sep 28, 2026 |
| **Last close** | $1.11<br>2026-10-14; market equity $24.5M; no price enters the letter |

**Share price, twelve months to the rescan**




*Split-adjusted close. Each lollipop is a rescan and carries the letter held then.*

**Letter at every rescan, 2012 to 2026**




*Sector percentile at each rescan, stronger toward the top; facts filed by each date only.*

## Business, in the company's words

*opening of Item 1 of the 10-K received Sep 23, 2025*

Our vision is to enrich the world through the best of nutrition. We are a leading formulator, manufacturer and marketer of nutritional supplements. Our comprehensive strategic partnerships with our customers allow us to offer a wide range of innovative nutritional products and services to such customers including: scientific research, clinical studies, proprietary ingredients, customer-specific nutritional product formulation, product testing and evaluation, marketing management and support, packaging and delivery system design, regulatory review, and international product registration assistance.

## The fourteen inputs

*lower percentile is stronger; sleeves and inputs within a sleeve carry equal weight*

| Input | Value | Peer median | Percentile, 0 to 100 | Pct | Peers | Period end |
|---|---|---|---|---|---|---|
| **Profitability, sleeve percentile 64.7** | | | | | | |
| Gross profitability | 7.1% | 32.3% | | 80.4 | 369 | 2026-06-30 |
| Return on invested capital | not computable | 9.3% | | | | |

*latest aligned inputs end 2019-06-30; latest annual assets end 2026-06-30*

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| | | | | | |
|---|---|---|---|---|---|
| Accruals ratio | (8.5%) | (6.6%) | 46.1 | 805 | 2026-06-30 |
| Gross margin stability, five years | 4.5 pts | 2.8 pts | 67.6 | 242 | 2026-06-30 |
| **Solvency, sleeve percentile 52.2** | | | | | |
| Twelve-month failure probability | not computable | 0.07% | | | |
| *latest liabilities, cash plus short-term investments, book equity, and shares are required* | | | | | |
| Altman Z double-prime | 2.12 | (0.33) | 28.5 | 751 | 2026-06-30 |
| Net debt to EBITDA | not computable | 1.82x | | | |
| *latest aligned inputs end 2019-06-30; latest annual assets end 2026-06-30* | | | | | |
| Interest coverage | not computable | (4.51x) | | | |
| *interest expense must exceed $100,000* | | | | | |
| Current ratio | 1.73x | 2.94x | 75.9 | 832 | 2026-06-30 |
| **Growth and financing, sleeve percentile 75.0** | | | | | |
| Revenue growth, three-year compound | (2.6%) | 10.1% | 77.4 | 413 | 2026-06-30 |
| Free cash flow growth, three-year compound | not computable | 10.9% | | | |
| *current FCF must be positive and base FCF must exceed $100,000* | | | | | |
| Reinvestment rate | not computable | 37.1% | | | |
| *pretax income must exceed the validity floor and imply a 0%-100% tax rate* | | | | | |
| Asset growth, three years | (2.0%) | 2.1% | 56.3 | 697 | 2026-06-30 |
| Net share issuance, one year | 258.0% | 2.5% | 91.1 | 633 | 2026-09-28 |

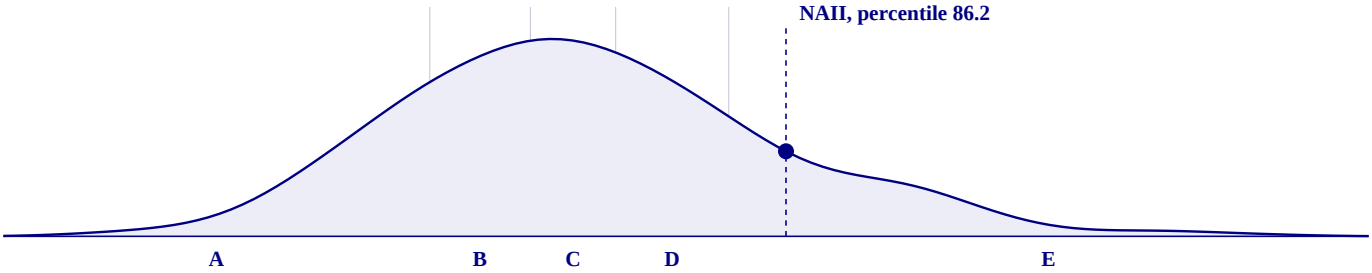
## Warnings

*3 of 7 checks triggered; none of them enters the letter*

| Check | Measured |
|---|---|
| Dilution | split-adjusted year-over-year share growth is 258.0% |
| Late filer | found 1 NT 10-K/Q filings in the last eight quarters |
| Fortress balance sheet | cash minus debt is 25,040,000 USD; Altman Z is not used |

## Among 370 peers

*healthcare; letters are fifths of this list*




*Composite score of every graded peer, smoothed; vertical rules are the letter band edges; stronger to the left.*

| Rank | Company | Percentile | Letter | Warnings |
|---|---|---|---|---|
| 314 | Amgen Inc. (AMGN) | 84.8 | E | |
| 315 | Organon & Co. (OGN) | 85.1 | E | |
| 316 | Sonoma Pharmaceuticals, Inc. (SNOA) | 85.4 | E | dilution, fortress balance sheet |
| 317 | Outset Medical, Inc. (OM) | 85.6 | E | dilution |
| 318 | National Vision Holdings, Inc. (EYE) | 85.9 | E | |
| 319 | Natural Alternatives International Inc. (NAII) | 86.2 | E | dilution, late filer, fortress balance sheet |
| 320 | DarioHealth Corp. (DRIO) | 86.4 | E | dilution, short runway |
| 321 | Intellia Therapeutics, Inc. (NTLA) | 86.7 | E | short runway |
| 322 | Heron Therapeutics, Inc. (HRTX) | 87.0 | E | distress |
| 323 | Lexaria Bioscience Corp. (LEXX) | 87.3 | E | dilution, short runway, distress |
| 324 | Bristol Myers Squibb Co. (BMY) | 87.7 | E | |

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## What the price implies

*at the 2026-10-14 close; none of these enters the grade*

| Measure | Value | Peer median | Percentile |
|---|---|---|---|
| Twelve-month price change, skipping the latest month | (26.1%) | 7.7% | 27 |
| Distance from 52-week high | (76.0%) | (27.7%) | 10 |
| EBIT to enterprise value | (102.7%) | (1.5%) | 7 |
| Free cash flow yield | (49.2%) | (1.0%) | 15 |
| Book value to price | 1.95 | 0.27 | 94 |
| Sales to price | 5.56 | 0.31 | 98 |
| Composite equity issuance, five years | 123.4% | 20.5% | 82 |
| Relative strength against the sector, log excess return | (0.51) | (0.14) | 27 |

## Diagnostics

*shown on every report; none enters the grade*

| Measure | Value |
|---|---|
| **Piotroski F-score None of 9, period end 2026-06-30** | |
| Return on assets above zero | fail |
| Operating cash flow above zero | fail |
| Return on assets improved | fail |
| Operating cash flow exceeds net income | pass |
| Long-term leverage fell | fail |
| Current ratio improved | fail |
| No new shares issued | fail |
| Gross margin improved | fail |
| Asset turnover improved | pass |
| **Cash, filings, liquidity** | |
| Cash and equivalents | $7.4M |
| Operating cash flow, four quarters | -$8.9M |
| Months of runway | 9.9 |
| Days since last periodic filing | 31 (10-K received Sep 28, 2026) |
| Median daily dollar volume, 63 sessions | $20,951 |

## Sources

*every fact behind the inputs; each row links to its filing index on sec.gov*

| # | Concept | XBRL tag | Value | Period end | Received | Form | Accession |
|---|---|---|---|---|---|---|---|
| 1 | gross profit | us-gaap:GrossProfit | $9.0M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 2 | assets | us-gaap:Assets | $126.4M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 3 | operating income | us-gaap:OperatingIncomeLoss | $6.0M | 2019-06-30 | 2020-09-21 | 10-K | 20-019951 |
| 4 | pretax income | us-gaap:IncomeLossFromContinuingOperationsBeforeInc... | $8.0M | 2019-06-30 | 2020-09-21 | 10-K | 20-019951 |
| 5 | income tax | us-gaap:IncomeTaxExpenseBenefit | $1.4M | 2019-06-30 | 2020-09-21 | 10-K | 20-019951 |
| 6 | total debt | us-gaap:LongTermDebt | $0 | 2019-06-30 | 2019-09-24 | 10-K | 19-018974 |
| 7 | book equity | us-gaap:StockholdersEquity | $76.1M | 2019-06-30 | 2021-09-20 | 10-K | 21-022419 |
| 8 | cash | us-gaap:CashAndCashEquivalentsAtCarryingValue | $25.0M | 2019-06-30 | 2020-09-21 | 10-K | 20-019951 |
| 9 | total debt | us-gaap:LongTermDebt | $0 | 2018-06-30 | 2018-09-19 | 10-K | 18-017202 |
| 10 | book equity | us-gaap:StockholdersEquity | $68.2M | 2018-06-30 | 2020-09-21 | 10-K | 20-019951 |
| 11 | cash | us-gaap:CashAndCashEquivalentsAtCarryingValue | $23.6M | 2018-06-30 | 2019-09-24 | 10-K | 19-018974 |
| 12 | net income | us-gaap:NetIncomeLoss | -$20.7M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 13 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | -$8.9M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 14 | assets | us-gaap:Assets | $151.9M | 2025-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 15 | revenue | us-gaap:RevenueFromContractWithCustomerIncludingAs... | $142.5M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 16 | gross profit | us-gaap:GrossProfit | $9.3M | 2025-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 17 | revenue | us-gaap:RevenueFromContractWithCustomerIncludingAs... | $129.9M | 2025-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 18 | gross profit | us-gaap:GrossProfit | $6.9M | 2024-06-30 | 2025-09-23 | 10-K | 25-029731 |

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| | | | | | | | |
|---|---|---|---|---|---|---|---|
| 19 | revenue | us-gaap:RevenueFromContractWithCustomerIncludingAs... | $113.8M | 2024-06-30 | 2025-09-23 | 10-K | 25-029731 |
| 20 | gross profit | us-gaap:GrossProfit | $18.2M | 2023-06-30 | 2024-09-27 | 10-K | 24-030208 |
| 21 | revenue | us-gaap:RevenueFromContractWithCustomerIncludingAs... | $154.0M | 2023-06-30 | 2024-09-27 | 10-K | 24-030208 |
| 22 | gross profit | us-gaap:GrossProfit | $30.5M | 2022-06-30 | 2023-09-21 | 10-K | 23-026521 |
| 23 | revenue | us-gaap:RevenueFromContractWithCustomerIncludingAs... | $171.0M | 2022-06-30 | 2023-09-21 | 10-K | 23-026521 |
| 24 | current assets | us-gaap:AssetsCurrent | $65.4M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 25 | current liabilities | us-gaap:LiabilitiesCurrent | $37.7M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 26 | retained earnings | us-gaap:RetainedEarningsAccumulatedDeficit | $38.7M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 27 | operating income | us-gaap:OperatingIncomeLoss | -$18.8M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 28 | book equity | us-gaap:StockholdersEquity | $50.0M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 29 | liabilities | us-gaap:Liabilities | $76.5M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 30 | depreciation amortization | us-gaap:DepreciationDepletionAndAmortization | $3.5M | 2019-06-30 | 2020-09-21 | 10-K | 20-019951 |
| 31 | operating income | us-gaap:OperatingIncomeLoss | $4.2M | 2015-06-30 | 2016-09-19 | 10-K | 16-038893 |
| 32 | interest expense | us-gaap:InterestExpense | $12,000 | 2015-06-30 | 2015-09-18 | 10-K | 15-017483 |
| 33 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $3.7M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 34 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $5.9M | 2025-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 35 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $3.6M | 2025-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 36 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | -$1.5M | 2024-06-30 | 2025-09-23 | 10-K | 25-029731 |
| 37 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $3.0M | 2024-06-30 | 2025-09-23 | 10-K | 25-029731 |
| 38 | operating cash flow | us-gaap:NetCashProvidedByUsedInOperatingActivities | $7.0M | 2023-06-30 | 2024-09-27 | 10-K | 24-030208 |
| 39 | capital expenditure | us-gaap:PaymentsToAcquirePropertyPlantAndEquipment | $13.5M | 2023-06-30 | 2024-09-27 | 10-K | 24-030208 |
| 40 | depreciation amortization | us-gaap:DepreciationDepletionAndAmortization | $4.7M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 41 | pretax income | us-gaap:IncomeLossFromContinuingOperationsBeforeInc... | -$20.3M | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 42 | income tax | us-gaap:IncomeTaxExpenseBenefit | $430,000 | 2026-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 43 | current assets | us-gaap:AssetsCurrent | $59.3M | 2025-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 44 | current liabilities | us-gaap:LiabilitiesCurrent | $28.8M | 2025-06-30 | 2026-09-28 | 10-K | 26-031343 |
| 45 | assets | us-gaap:Assets | $162.3M | 2024-06-30 | 2025-09-23 | 10-K | 25-029731 |
| 46 | assets | us-gaap:Assets | $134.2M | 2023-06-30 | 2024-09-27 | 10-K | 24-030208 |
| 47 | shares outstanding | dei:EntityCommonStockSharesOutstanding | 22,113,000 | 2026-09-28 | 2026-09-28 | 10-K | 26-031343 |
| 48 | shares outstanding | dei:EntityCommonStockSharesOutstanding | 6,176,778 | 2025-09-23 | 2025-09-23 | 10-K | 25-029731 |

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