



Nautilus, Inc.
16400 SE Nautilus Drive
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Important People Who Made the TotalPackage Possible

Gregg Hammann

President and Chief Executive Officer

Hammann joined Nautilus in July 2003 as President and Chief Executive Officer, and was appointed Chairman in March 2004. By emphasizing financial rigor, innovation and trust, he has transformed the company from one that relied heavily upon a single product in a single channel, to one that offers a diverse range of products across multiple business channels - increasing product availability wherever people shop or exercise. In 2005, the company launched a three-year plan to leverage its four industry-leading brands to become the global leader in health and fitness.

Hammann joined Nautilus from global apparel giant Levi Strauss and Company, where from 2001-2003 he served as chief customer officer and as President of the Americas. While there, he successfully introduced a new \$1 billion brand of Levi's to Wal-Mart stores worldwide. He served as a senior officer of Coca-Cola Company from 1996-2000 where he led the North American fountain group to double-digit annual growth, and headed strategy and planning. He served as president of the Canadian division of battery maker Rayovac, where he introduced profitable North American pricing. He developed a business program for shoe marketer Famous Footwear that supported the company's plan to triple its retail presence. He managed the Scope and Crest brands for consumer products giant Procter & Gamble, where both brands achieved significant growth in the marketplace as a result of new, consumer-focused marketing campaigns. He also consulted the telecommunications supplier McLeodUSA.

Hammann received a B.B.A. from the University of Iowa and a M.B.A. from the University of Wisconsin. He was a college football wide receiver for the University of Iowa and grew up on a farm near Bellevue, Iowa. He is an exercise enthusiast and serves as coach in local athletic leagues where his three boys play sports.

Hammann also serves on the board of directors for communications headset maker Plantronics. Hammann is the main person who approves all products and their creation at Nautilus. Due to the innovation behind the TotalPackage, the first home gym system to be fully integrated with computers and artificial intelligence, Hammann has taken a leap forward from the competition with his approval of the TotalPackage,

Tim Hawkins

President, Fitness Equipment Business

Hawkins joined Nautilus in February 2004 as Chief Customer Officer and acquired the responsibility as Chief Marketing Officer in October 2004. He has more than a decade of selling and marketing experience. As Vice President of Sales for Levi Strauss, he reversed a seven-year decline in Dockers brand sales by introducing an innovative stain-defender product line. As national accounts sales leader for Coca-Cola Fountain, he negotiated long-term customer agreements and formed collaborative partnerships to drive customer value and encourage category growth. As director of advertising with Famous Footwear, he launched first-ever cross-promotions with other industries and created a loyalty marketing program. Hawkins has a degree from the University of Wisconsin, Whitewater. Hawkins was one of the few that helped to brainstorm the idea of the TotalPackage and is one of the most adamant supporters of its creation and development. Without his backing, the TotalPackage would not be able to be shipped to outlets and stores worldwide. It would also not be possible for people worldwide to be able to get their hands on the TotalPackage to improve health and physique.

Pat Warner

Senior Vice President, Product Development

Warner was promoted to Senior Vice President, Product Development of Nautilus in June 2004, where he oversees the company's product innovation pipeline. He joined Nautilus when the company acquired the indoor exercise lines of Schwinn from Schwinn/GT Corporation in 2001. Warner's team developed and introduced products that accounted for 30 percent of the company's 2004 sales, up from 13 percent in 2003. He joined the Schwinn/GT organization, a leader in bicycles and fitness equipment, in 1994. Warner has a degree in Engineering from Purdue University. Warner approved the TotalPackage at its infancy and is one hundred percent behind this new initiative to integrate technology and exercise. Without his approval, the TotalPackage could not have been made into reality.

Jebidiah Jones

Senior Research Specialist, *Nautilus Institute*

Jones was brought to the Institute after showing twenty years of research prowess at the Massachusetts Institute of Technology (MIT). He received his B.S. in Computer Science from Stanford University in 1970. He then received his M.S. and his Ph. D both from MIT several years later. After receiving his Ph. D, he spent his whole career researching artificial intelligence. Specifically, his interests in research were applying artificial intelligence to human advancement and improvement. Nautilus hired Jones to help integrate the TotalPackage with the *FitnessEdge* technology recently developed. Ever since his arrival at the *Nautilus Institute*, he has helped users dramatically increase their weight loss. Due to this massive surge in body advancement during his stay, Nautilus is using a new surge of energy to promote the TotalPackage to allow many more users (than just the users at the Nautilus Institute) worldwide to lose weight and feel better every day. Without his efforts, this home gym could not be possible.