

Nautilus, Inc. Introduces New Cardiovascular and Strength Products; Company Adds Entertainment Feature to Its Commercial Lineup

LAS VEGAS, Mar 22, 2006 (BUSINESS WIRE) -- Fitness company Nautilus, Inc. (NYSE:NLS) is presenting its new line of Nautilus(R) cardiovascular products, along with new strength equipment and entertainment accessories, to 11,000 commercial fitness club owners and guests attending the International Health Racquet and Sportsclub Association show here. It is the largest annual fitness show in the Americas.

As part of its Nautilus(R) Commercial Series product line, Nautilus is formally introducing new TreadClimber trainers, elliptical trainers with MyStride technology, and redesigned cordless upright and recumbent exercise bikes. In addition, the company is introducing a new line of commercial free weight training equipment, and a new Nautilus Studio line of selectorized strength equipment for hotels and apartment complexes.

"Innovation is a key driver for retaining and attracting commercial club members who already number more than 60 million across the Americas," said Tim Hawkins, President of the Fitness Equipment Business for Nautilus, Inc. "Nautilus is becoming a pure fitness leader by providing complete lines of innovative cardiovascular and strength systems, supporting our products with research and training, and providing entertainment features that make workouts more enjoyable.

"We are the only company providing an entire assortment of innovative commercial equipment under a single brand. During the show, Nautilus is showcasing its new line of cardio products, free weight training and studio circuit strength training, plus entertainment accessories. We will also host business and professional development programs to support our partners in the commercial fitness club business."

Among the highlights:

-- Nautilus is formally launching its revolutionary Nautilus Commercial Series TreadClimber cardio trainer that debuted at 24 Hour Fitness locations last fall, and its breakthrough Nautilus Commercial Series Elliptical trainer with MyStride technology. Both have completed development and testing over the course of two years, and are made

at the company's commercial cardio manufacturing facility in Tulsa, Okla.

-- The company is introducing a new premium free weight line, and a new Nautilus Studio line of selectorized strength training equipment with a modern streamlined design for hotels and living complexes.

-- Nautilus is unveiling a new LCD television accessory designed to make club workouts more enjoyable. The Nautilus(R) branded LCD screen is a generous-sized 15-inch individual entertainment device that conveniently attaches to any Nautilus Commercial Series and Pro Series cardiovascular product. The accessory was developed with LG Electronics, the \$38 billion consumer electronics giant.

-- The company is introducing breakthrough research completed by physician and five-time Olympic gold medallist Eric Heiden. It is the third study to document the "running by walking" benefits of TreadClimber trainers, which burn the same number of calories as treadmills being operated at twice the speed. The research reveals that TreadClimber trainers topped treadmills, ellipticals and recumbent bikes in providing the best overall workout and recovery for those who exercise at moderate intensity levels.

-- Nautilus is hosting a conference kickoff reception honoring John McCarthy, who founded International Health Racquet and Sportsclub Association 25 years ago and is retiring this year. Under McCarthy's leadership, the non-profit organization has supported the rapid development of commercial clubs, with the organization now representing 7,000 clubs in 74 countries.

About Nautilus, Inc.

Headquartered in Vancouver, Wash., Nautilus, Inc. (NYSE:NLS) is a pure fitness company that provides tools and education necessary to help people achieve a fit and healthy lifestyle. With a brand portfolio that includes Nautilus(R), Bowflex(R), Schwinn(R)Fitness, StairMaster(R), Trimline(R) and Pearl iZUMi(R), Nautilus manufactures and markets a complete line of innovative health and fitness products through direct, commercial, retail, specialty and international channels. The Company had sales of \$631 million in 2005. It has 1,700 employees and operations in Washington, Oregon, Colorado, Oklahoma, Texas, Illinois, Virginia, Canada, Switzerland, Germany, United Kingdom, Italy, China, and other locations around the world. More information is at www.nautilusinc.com.

his press release includes forward-looking statements. Please refer to our reports and filings with the Securities and Exchange Commission, including our most recent annual report on Form 10-K and quarterly reports on Form 10-Q, for a further discussion of these risks and uncertainties. We also caution you not to place undue reliance on forward-looking statements, which speak only as of the date they are made. We undertake no obligation to update publicly any forward-looking statements to reflect new information, events or circumstances after the date they were made or to reflect the occurrence of unanticipated events.

SOURCE: Nautilus, Inc.

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- Anticipated revenues, expenses, and gross margins;
- Seasonal patterns;
- Expense as a percentage of revenue;
- Anticipated earnings;
- New product introductions; and
- Future capital expenditures.

Numerous factors could affect our actual results, including the following:

- The availability of media time and fluctuating advertising rates;
- A decline in consumer spending due to unfavorable economic conditions;
- Expiration of important patents;
- Our ability to effectively develop, market and sell future products;
- Our ability to effectively identify and negotiate any future strategic acquisitions;
- Our ability to adequately protect our intellectual property;
- Introduction of lower priced competing products
- Unpredictable events and circumstances relating to our international operations, including our use of foreign manufacturers;
- Government regulatory action;

- General economic conditions.

Please refer to our reports and filings with the Securities and Exchange Commission, including our most recent annual report on Form 10-K and quarterly reports on Form 10-Q, for a further discussion of these risks and uncertainties. Visitors to our web site are further cautioned not to place undue reliance on forward-looking statements, which speak only as of the date they are made. We undertake no obligation to update publicly any forward-looking statements to reflect new information, events or circumstances after the date they were made or to reflect the occurrence of unanticipated events.