



January 21, 2004

## **Nautilus Group to Announce Results for Fourth Quarter and Year Ended December 31, 2003**

VANCOUVER, Wash., Jan 21, 2004 (BUSINESS WIRE) -- The Nautilus Group, Inc. (NYSE: NLS), a leading marketer, developer, and manufacturer of branded health and fitness products, will announce 2003 fourth quarter and year end results on Wednesday, January 28, 2004. The Company will also hold a teleconference and webcast to discuss these results and additional comments and details will be provided.

The conference call is scheduled to begin at 5:00 p.m. EDT (2:00 p.m. pacific) on January 28, 2004. The earnings release will be broadcast live over the Internet hosted at <http://www.nautilusgroup.com/ir/events.asp> under "Investor Relations/Events Calendar" and will be archived online within one hour of the completion of the conference call. In addition, you may call 800-366-7449 if in North America. International callers will dial 303-275-2170. Participating in the call will be Gregg Hammann, Chief Executive Officer, Kevin Lamar, President of the Commercial/ Retail Division and Rod Rice, Chief Financial Officer.

A telephonic playback will be available from 4:00 p.m. PST on January 28th through 11:59 p.m. PST on February 11th, 2004. Calling 800-405-2236 or 303-590-3000 for international callers can access the playback; pass code is "568251#."

### **About The Nautilus Group**

The Nautilus Group, Inc. is a leading marketer, developer, and manufacturer of branded health and fitness products sold under such well-known names as Nautilus, Bowflex, Schwinn and StairMaster. The Company currently markets its Bowflex and TreadClimber home fitness equipment and Nautilus Sleep Systems through its direct-marketing channel, using an effective combination of television commercials, infomercials, response mailings, the Internet, and inbound/outbound call centers. The Company sells its Nautilus, Schwinn and StairMaster commercial fitness equipment through its sales force and selected dealers to health clubs, government agencies, hotels, corporate fitness centers, colleges, universities, and assisted living facilities. The Nautilus Group also markets and sells a complete line of consumer fitness equipment, under its Nautilus, Schwinn, StairMaster, Bowflex and Trimline brands, through a network of specialty dealers, distributors, and retailers worldwide. The Company is headquartered in Vancouver, Washington. The Nautilus Group is located on the Web at [www.nautilusgroup.com](http://www.nautilusgroup.com).

From time to time, The Nautilus Group may issue forward-looking statements relating to its products and services, including statements regarding its direct and commercial/retail segment businesses. Factors that could affect The Nautilus Group's actual results include availability of media time and fluctuating advertising rates, a decline in consumer spending due to unfavorable economic conditions, expiration of important patents, its reliance on a limited product line, its ability to effectively develop, market, and sell future products, its ability to effectively identify and negotiate any future strategic acquisitions, its ability to integrate any acquired businesses into its operations, unpredictable events and circumstances relating to international operations including its use of foreign manufacturers, government regulatory action, and 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. 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:** The Nautilus Group, Inc.

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