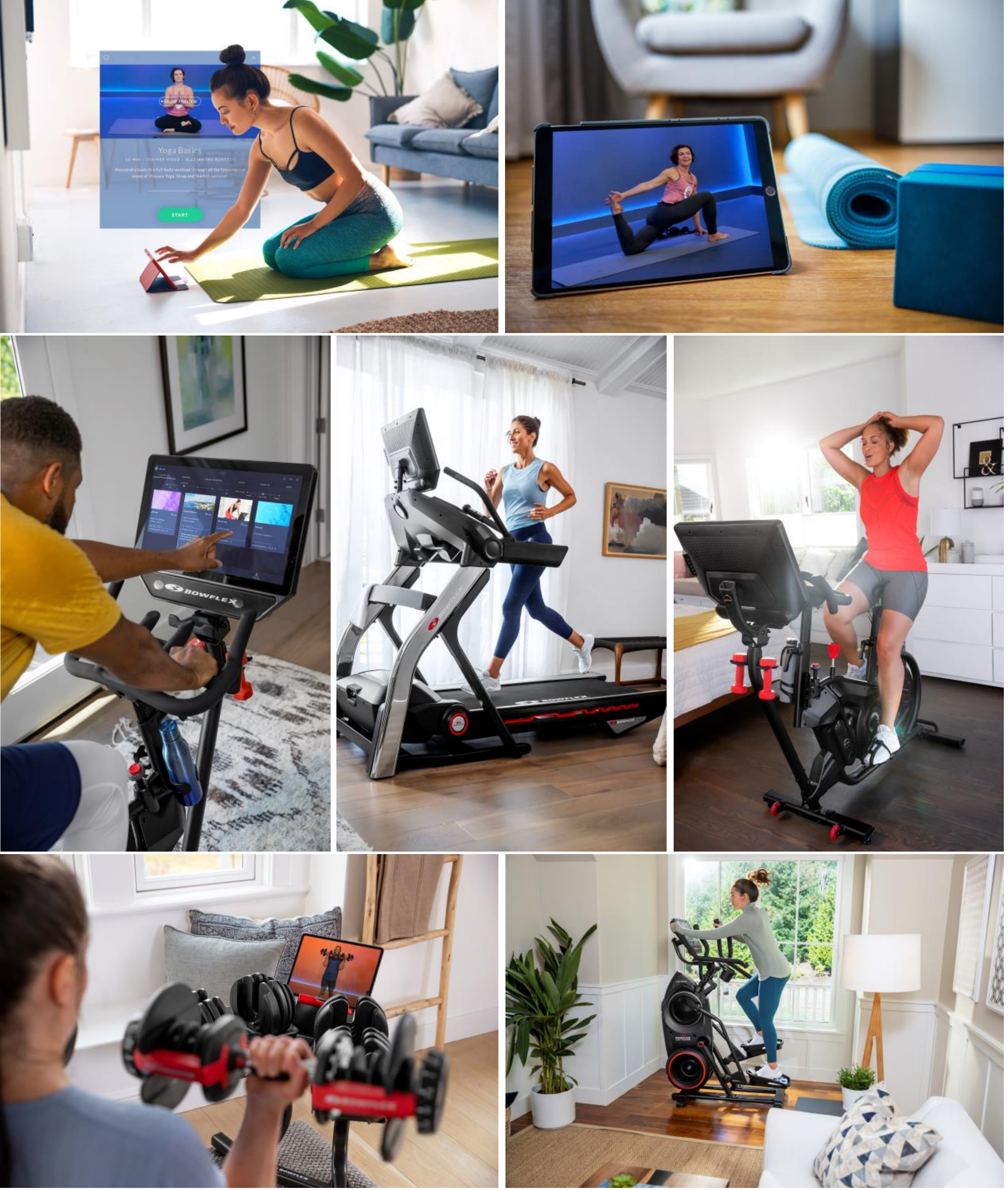


Q2 FY2022
Quarter Ending September 30, 2021

Earnings Call

Nautilus, Inc.

Safe Harbor Statement

This presentation includes forward-looking statements (statements which are not historical facts) within the meaning of the Private Securities Litigation Reform Act of 1995, including: projected, targeted or forecasted financial, operating results and capital expenditures, including but not limited to net sales growth rates, gross margins, operating expenses, operating margins, anticipated demand for the Company's new and existing products, statements regarding the Company's prospects, resources or capabilities; planned investments, strategic initiatives and the anticipated or targeted results of such initiatives; the effects of the COVID-19 pandemic on the Company’s business; and planned operational initiatives and the anticipated cost-saving results of such initiatives. All of these forward-looking statements are subject to risks and uncertainties that may change at any time. Factors that could cause Nautilus, Inc.’s actual expectations to differ materially from these forward-looking statements also include: weaker than expected demand for new or existing products; our ability to timely acquire inventory that meets our quality control standards from sole source foreign manufacturers at acceptable costs; risks associated with current and potential delays, work stoppages, or supply chain disruptions, including shipping delays due to the severe shortage of shipping containers; an inability to pass along or otherwise mitigate the impact of raw material price increases and other cost pressures, including unfavorable currency exchange rates and increased shipping costs; experiencing delays and/or greater than anticipated costs in connection with launch of new products, entry into new markets, or strategic initiatives; our ability to hire and retain key management personnel; changes in consumer fitness trends; changes in the media consumption habits of our target consumers or the effectiveness of our media advertising; a decline in consumer spending due to unfavorable economic conditions; risks related to the impact on our business of the COVID-19 pandemic or similar public health crises; softness in the retail marketplace; availability and timing of capital for financing our strategic initiatives, including being able to raise capital on favorable terms or at all; changes in the financial markets, including changes in credit markets and interest rates that affect our ability to access those markets on favorable terms and the impact of any future impairment. Additional assumptions, risks and uncertainties are described in detail in our registration statements, reports and other filings with the Securities and Exchange Commission, including the “Risk Factors” set forth in our Annual Report on Form 10-K, as supplemented by our quarterly reports on Form 10-Q. Such filings are available on our website or at www.sec.gov. You are cautioned that such statements are not guarantees of future performance and that our actual results may differ materially from those set forth in the forward-looking statements. We undertake no obligation to publicly update or revise forward-looking statements to reflect subsequent developments, events, or circumstances.

Home Fitness Market Dynamics

Market opportunity is trending towards a new normal
which we believe is considerably above pre-pandemic levels

2-3x

SAM expansion over the past 18 months

25%

Of former "gym goers" say they will not return

66%

Respondents reporting that they work out at home versus pre-pandemic (43%)

Financial Highlights

Q2 FY 2022

$138M
Net Sales

124%
Sales Growth vs. LLY[1]

175%
Retail Sales Growth vs. LLY[1]

134%
Direct Sales Growth vs. LLY

655%
International Retail Sales Growth vs. LLY[1,3]

30.5%
Gross Margin

2.6%
Adjusted Operating Margin[2]

1H FY 2022

$323M
Net Sales

215%
Sales Growth vs. LLY[1]

$22M / 7%
Adjusted Operating Income / Margin[2]

1 Sales growth compares to same period two years ago, excluding Octane
2 See earning release for reconciliation of non-GAAP financial measures
3 International Retail is included in Retail Sales

North Star: 5 Strategic Pillars

Our Path to Digital Transformation

1. Adopt a **Consumer First** Mindset
2. Scale a **Differentiated Digital Offering**
3. **Focus** Investments on our **Core** Businesses
4. Evolve **Supply Chain** to be our Strategic Advantage
5. Build **Organizational Capabilities** to Win

Supply Chain Dynamics Update

4

Investments in Supply Chain have led to significant improvements, but global challenges persist

- Reduced backlog, improving inventory position
- Opened a new distribution center
- Overcame shipping issues with timely supply for Holiday Season
- Continued pressure on gross margins due to global supply chain disruptions

VAY Acquisition

2

Bolsters software development capabilities and adds innovative features to the platform, helping JRNY® become a highly personalized one-on-one fitness coach

Proprietary technology that works across many digital systems allows for human motion analysis

Real-time feedback on exercise

ETH zürich

Microsoft

Existing partnerships include ETH Zurich and Microsoft

jrny

BOWFLEX

SCHWINN

Bodyweight

Yoga

JRNY® platform enhancement

VAY-powered product experiences expected to launch during **Q4 FY2022**

JRNY® Advantages

2

The value and experience that JRNY® provides leads to very strong adoption and tremendous membership growth

Focused on the **Individual**

Entertainment beyond the class

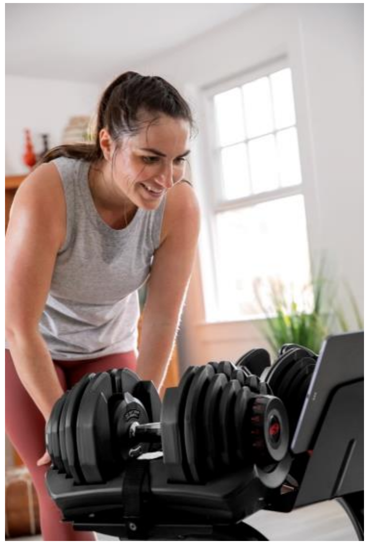
Variety that others do not have

All at a **Great Value**

JRNY® Update

2

Continuing to expand our product offering to make the JRNY® experience available to more consumers



Strength video workouts for Bowflex® SelectTech® 552 and 1090 dumbbells

New connected Bowflex® Max Total® 16 cardio machine

Added over 100 more Explore the World experiences

Released hundreds of new trainer-led videos during 1H FY 2022

Content Partner

FITON

New Web-based Customer Portal

jrny

JRNY® Update (Continued)

2

Prior strong results support accelerating investment in JRNY®

Exceeding Plan

- ~200K members (~3x YoY Growth)
- Represents incredible growth before holiday season and new product introductions

Accelerating Investment

- Increasing OpEx spend in JRNY® by $12-$14 million in 2H FY 2022
- Increasing marketing as percentage of sales by 9-11 pts versus last year
- Increased line of credit to $100M

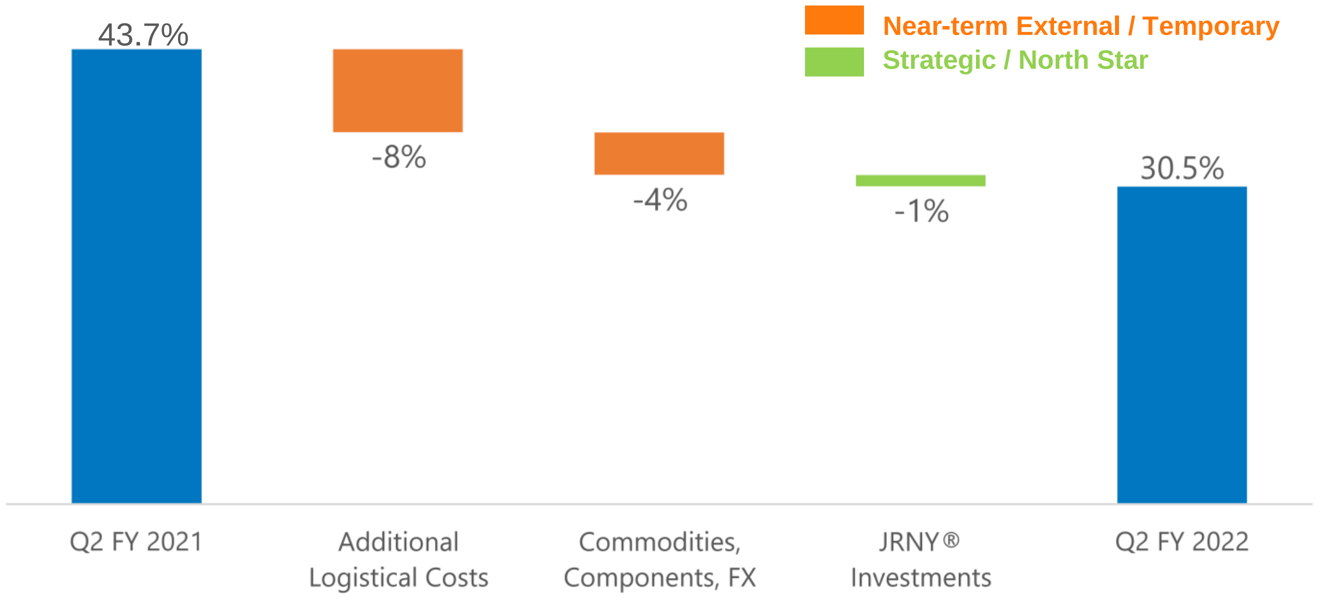
JRNY® digital connection accretive sooner than expected

- Leveraging profitable equipment to build digital faster due to strong results
- Will lead to climbing margins each year from 2023 to 2026 and beyond
- Best long-term approach

P&L: Q2 FY 2022, Qtr Ending September

$ in millions	Q2 FY22 3-mos ending September 2021	Q2 FY21 3-mos ending September 2020	TY vs. LY $ Var	TY vs. LY % Var
Net Sales[1]	**$138**	**$155**	**($17)**	**-11%**
Gross Profit	**42**	**68**	**(26)**	**-38%**
Gross Margin %	*30.5%*	*43.7%*	*-13.2 pts*	

Gross Margin YoY Bridge for 3-months Ending September 2021



[1] For quarter ending Sept. 2021, the Company had over $22 million of FFO orders ready for pick up that did not make the cut-off, of which $12 million was picked up by end of Oct. 2021

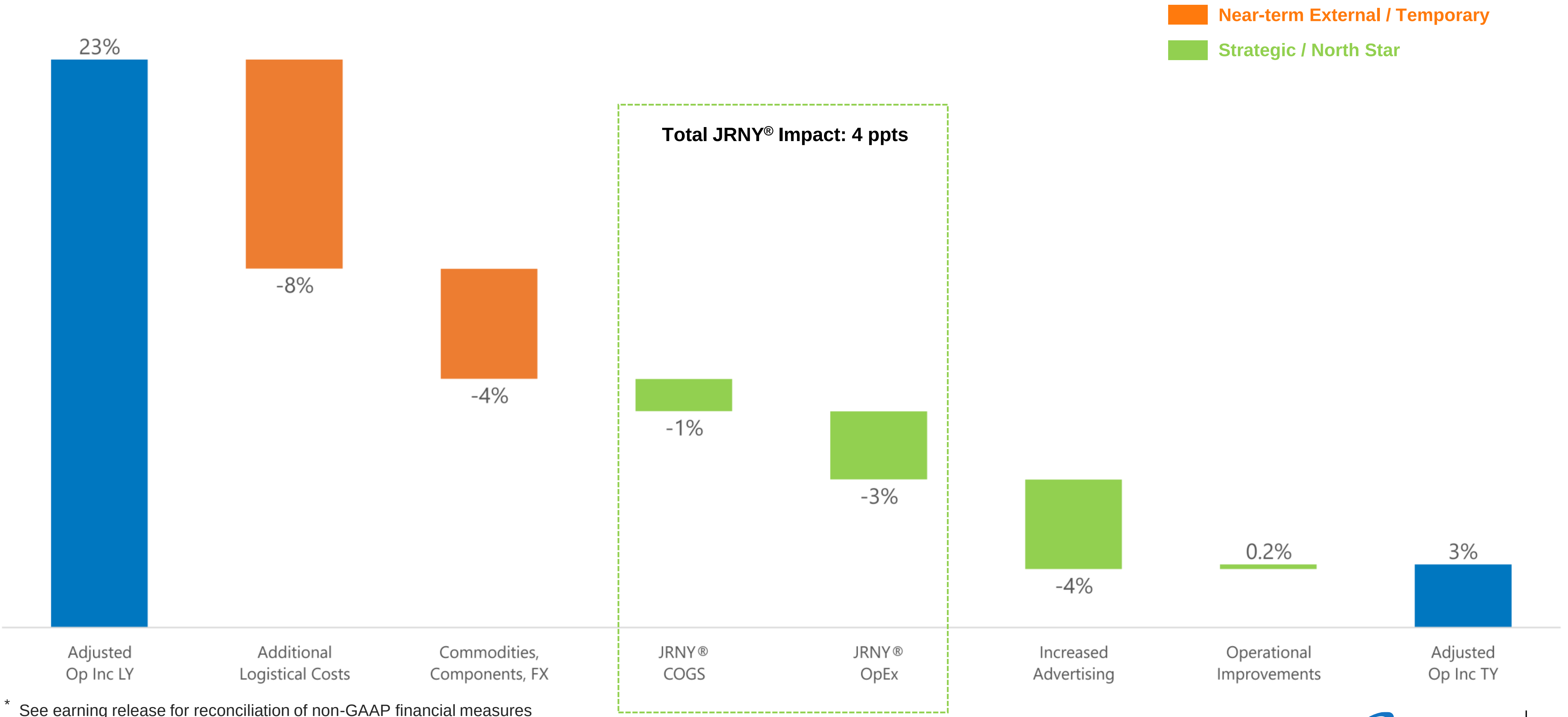
P&L: Q2 FY 2022, Qtr Ending - September Adjusted*

$ in millions	Q2 FY22 3-mos ending September 2021	Q2 FY21 3-mos ending September 2020	TY vs. LY $ Var	TY vs. LY % Var
Adj. Operating Expenses*	**39**	**32**	**6**	**19%**
% of sales	*28%*	*21%*	*+7 pts*	
Selling & Marketing	**22**	**19**	**3**	**16%**
% of sales	*16%*	*12%*	*+4 pts*	
Adj. G&A*	**11**	**9**	**2**	**22%**
% of sales	*8%*	*6%*	*+2 pts*	
R&D	**6**	**4**	**1**	**34%**
% of sales	*4%*	*3%*	*+1 pt*	
Adj. Operating Income*	**4**	**36**	**(32)**	**-90%**
Adj. Operating Margin %	*3%*	*23%*	*-20 pts*	

* See earning release for reconciliation of non-GAAP financial measures

P&L: Q2 FY 2022, 3-months Ending September - Adjusted*

Adjusted Operating Income YoY Bridge for 3-months Ending September 2021



* See earning release for reconciliation of non-GAAP financial measures

P&L: Q2 FY 2022, Qtr Ending - September Adjusted*

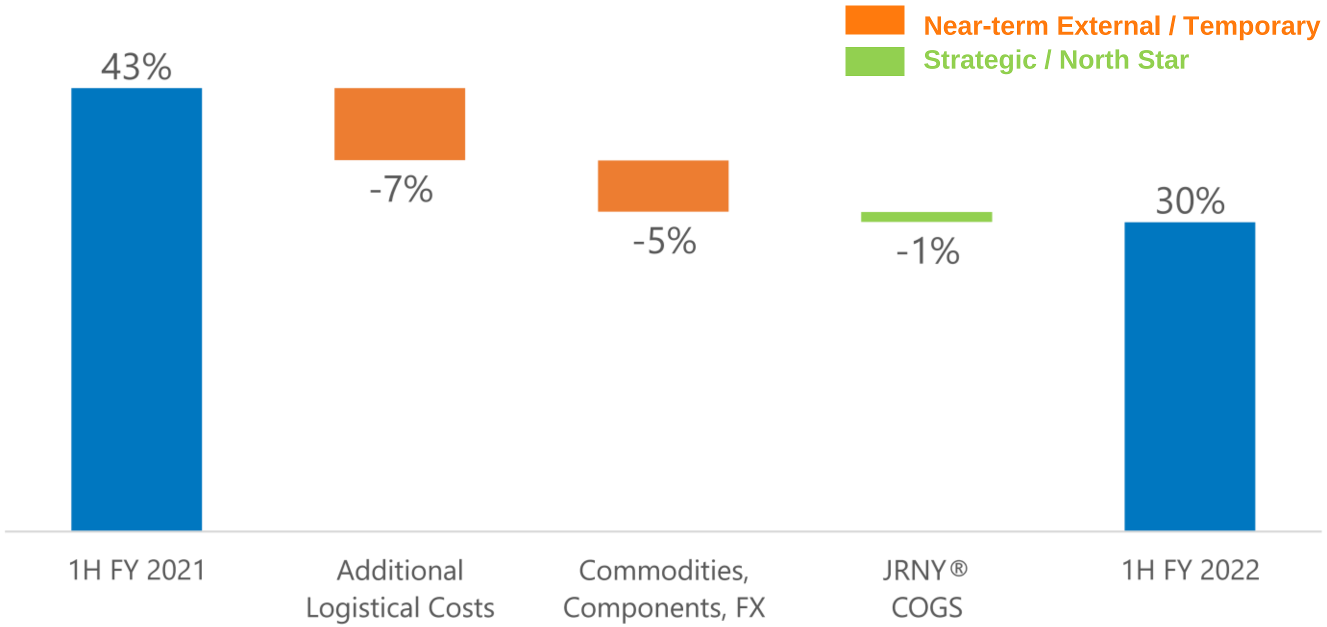
$ in millions, except EPS	Q2 FY22 3-mos ending Sept. 2021	Q2 FY21 3-mos ending Sept. 2020	TY vs. LY $ Var	TY vs. LY % Var
Adj. Income Continuing Operations	**1**	**28**	**-27**	**-97%**
Adj. Inc Cont Ops Margin %	*1%*	*18%*	*-17 pts*	
Adj. Diluted EPS Continuing Operations	**$0.03**	**$0.87**	**($0.84)**	**-97%**
Adj. EBITDA Continuing Operations	**7**	**38**	**-31**	**-81%**
Adj. EBITDA Margin %	*5%*	*25%*	*-19 pts*	

* See earning release for reconciliation of non-GAAP financial measures

P&L: 1H FY 2022, Half Ending September

$ in millions	1H FY22 6-mos ending September 2021	1H FY21 6-mos ending September 2020	TY vs. LY $ Var	TY vs. LY % Var
Net Sales	**$323**	**$270**	**$53**	**20%**
Gross Profit	**98**	**115**	**(18)**	**-15%**
Gross Margin %	*30%*	*43%*	*-13 pts*	

Gross Margin YoY Bridge for 6-months Ending September 2021



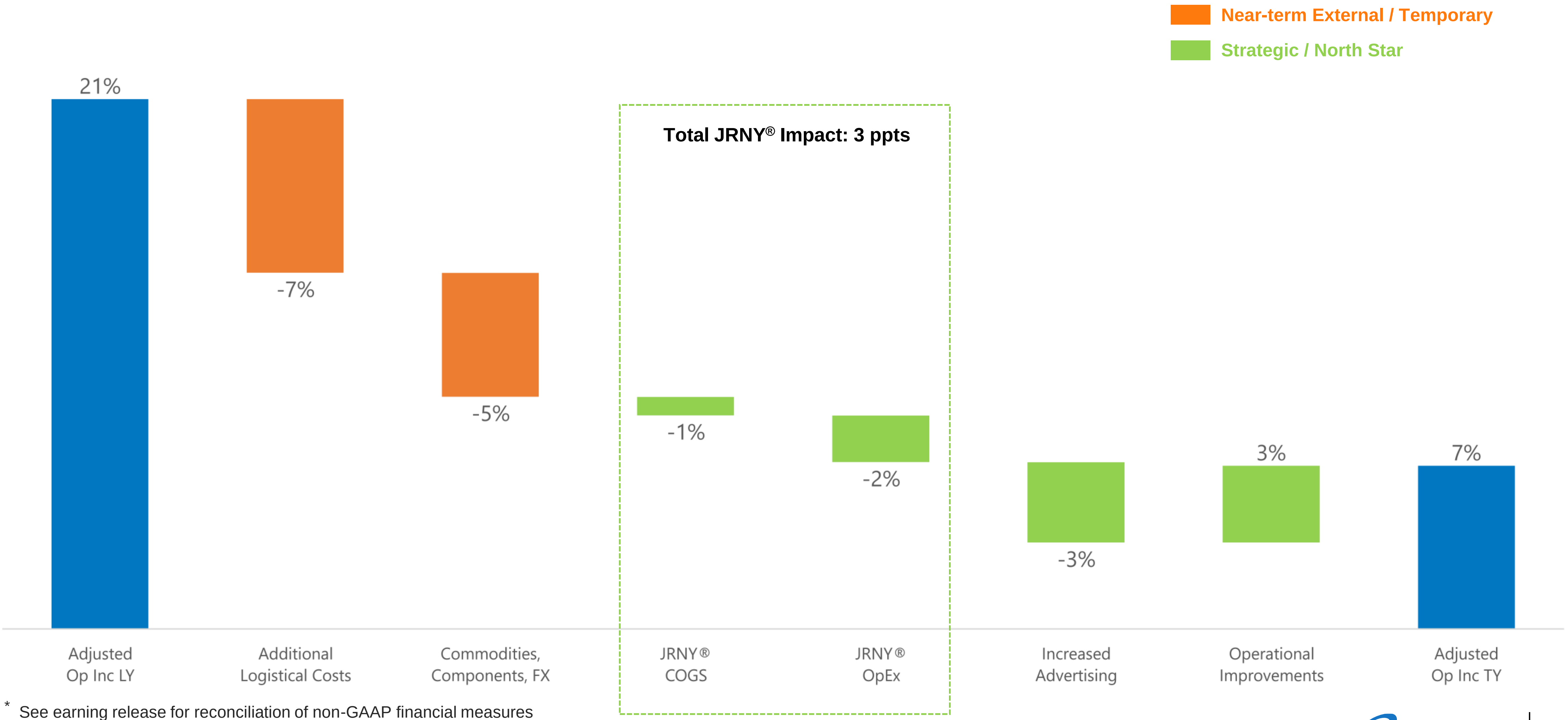
P&L: 1H FY 2022,
Half Ending - September Adjusted*

$ in millions	1H FY22 6-mos ending September 2021	1H FY21 6-mos ending September 2020	TY vs. LY $ Var	 % Var
Adj. Operating Expenses*	76	58	18	31%
% of sales	*24%*	*21%*	*+2 pts*	
Selling & Marketing	43	32	12	37%
% of sales	*13%*	*12%*	*+2 pts*	
Adj. G&A*	22	18	4	22%
% of sales	*7%*	*7%*	-	
R&D	11	8	3	32%
% of sales	*3%*	*3%*	-	
Adj. Operating Income*	22	58	(36)	-62%
Adj. Operating Margin %	*7%*	*21%*	*-15 pts*	

* See earning release for reconciliation of non-GAAP financial measures

P&L: 1H FY 2022, 6-months Ending September - Adjusted*

Adjusted Operating Income YoY Bridge for 6-months Ending September 2021



* See earning release for reconciliation of non-GAAP financial measures

P&L: 1H FY 2022, Half Ending - September Adjusted*

$ in millions, except EPS	1H FY22 6-mos ending September 2021	1H FY21 6-mos ending September 2020	TY vs. LY $ Var	TY vs. LY % Var
Adj. Income Continuing Operations	**15**	**45**	**(30)**	**-66%**
Adj. Inc Cont Ops Margin %	*5%*	*17%*	*-12 pts*	
Adj. Diluted EPS Continuing Operations	**$0.46**	**$1.40**	**($0.94)**	**-67%**
Adj. EBITDA Continuing Operations	**28**	**64**	**(36)**	**-56%**
Adj. EBITDA Margin %	*9%*	*24%*	*-15 pts*	

* See earning release for reconciliation of non-GAAP financial measures

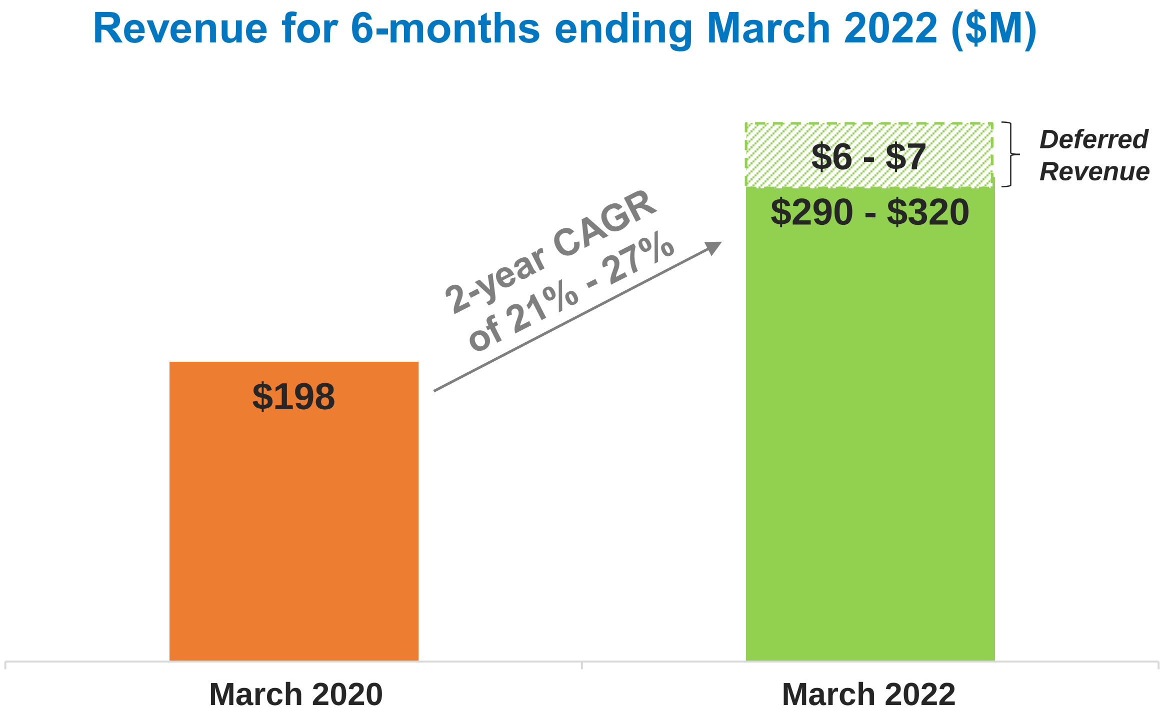
Balance Sheet Comparison

$ in millions	Q2 FY22 September 2021	Q4 FY21 March 2021
Cash and Investments	$22	$113
Inventory	163	68
Trade Receivables	89	89
Trade Payables	115	99
Debt	17	13
Pro Forma Revolver Availability	$94	$54

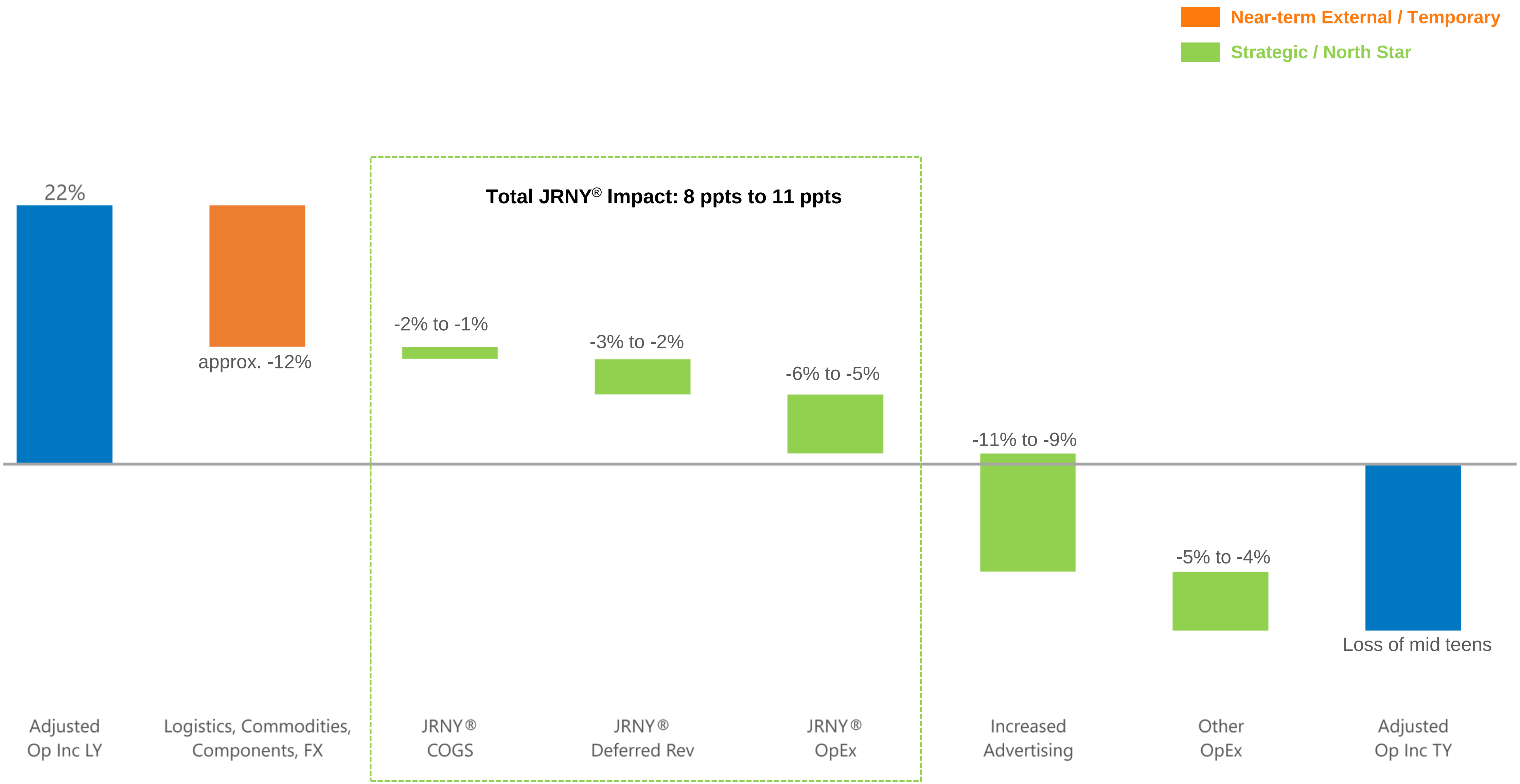
- Strategic increase in inventory ahead of the fitness season given disruption in global logistics with about 40% of inventory in transit as of 9/30/21
- Completed acquisition of VAY for $27 million in cash
- Amended Facility on 10/29/21 to increase size of revolver from $55M to $100M and extended the maturity date to 10/29/26
- **$49M** available to borrow against Wells Fargo Facility compared to $54M available as of 3/31/21. **$94M available pro forma with new facility**

Expectations for 2H FY22

- Net sales expected to be **between $290M and $320M**, a **2-year CAGR of 21% to 27%** (not including the $6M - $7M deferred revenue shown below)
- Reflects impact of $6M to $7M of Deferred Revenue related to bundled 12-month JRNY® trials
- This Deferred Revenue will reduce sales and negatively impact gross margins in the 2nd half by 2 to 3 pts



2H FY22 Guidance | Operating Margin



Expectations for 2H FY22

Operating loss margin in the mid-teens

Adjusted EBITDA margins in the low-teens

Capital Expenditures between $12M and $14M

250,000 to 350,000 JRNY® members by March 31, 2022

Long Term Expectations

FY23

YoY gross margin expansion driven by a stabilization in the logistics environment

Recognize accretive impact of higher margin subscription business

Gross margins ~ low 30%'s on a blended basis for full-year

Adjusted EBITDA profitable for the full FY23

Outer Years

JRNY® business to break-even 1 year earlier and achieve 15% operating margins by FY25 and mid-to-high teens by FY26

Current vs 2019

	2019	Current (TTM)
Business Operations		
Number Of Connected Cardio Units Sold	-	Over 4.5x of 2019
Product Portfolio (Connected Fitness)	1*	15
JRNY® Members	14,000	~200,000
Developers/Software UX Employees	12	160
Retail Doors	5,000	11,000
At Home Industry Address Market	-	2-3x of 2019

* At 1/1/2019

Appendix

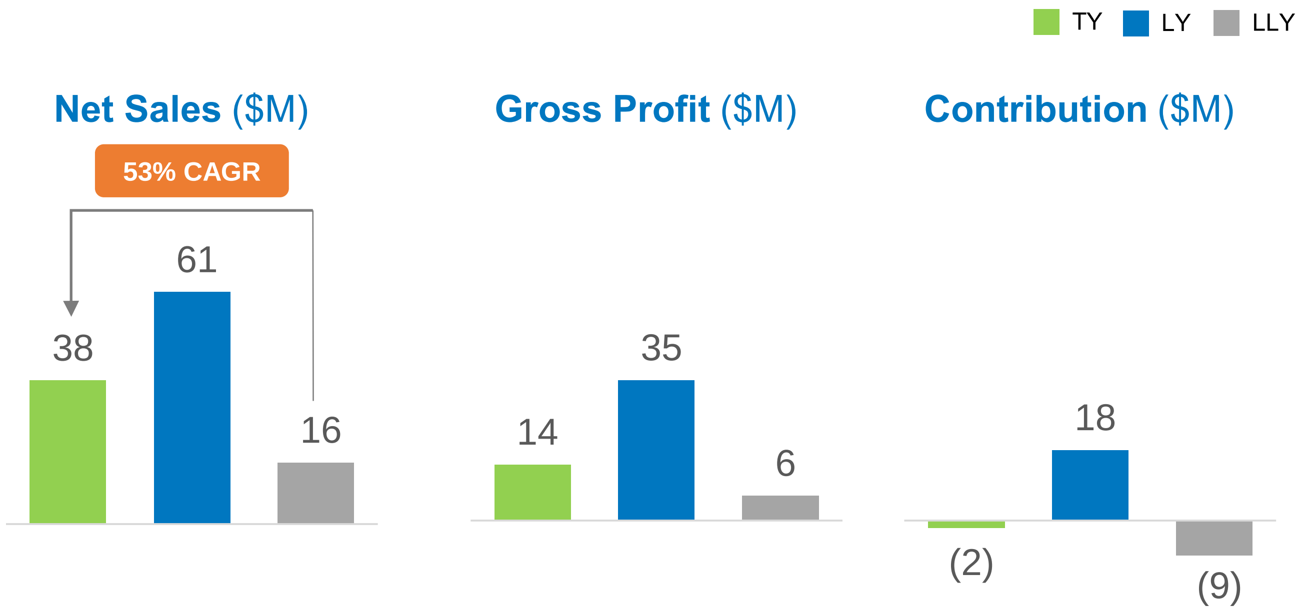
Q2 2022 P&L Summary (GAAP)

$ in millions, except EPS	3-months ending September 2021	3-months ending September 2020	3-months ending September, FY22 VS. FY21	
			$ Var	% Var
Net Sales	**$138**	**$155**	**$(17)**	**-11%**
Gross Profit	42	68	(26)	-38%
Gross Margin %	*30%*	*44%*	*-13 pts*	
Operating Expenses	44	24	20	84%
% of Sales	*32%*	*15%*	*16 pts*	
Operating (Loss) Income	(2)	44	(46)	-104%
Operating Margin %	*-1%*	*28%*	*-30 pts*	
(Loss) Income Continuing Ops	(5)	34	(39)	-113%
Inc Cont Ops Margin %	*-3%*	*22%*	*-25 pts*	
Diluted EPS, Cont Ops	($0.15)	$1.04	$1.20	-114%
EBITDA from Continuing Ops	**0**	**45**	**(45)**	**-100%**
EBITDA Margin %	*0%*	*29%*	*-29 pts*	

1H 2022 P&L Summary (GAAP)

$ in millions, except EPS	6-months ending September 2021	6-months ending September 2020	6-months ending September, FY22 VS. FY21	
			$ Var	% Var
Net Sales	**$323**	**$270**	**$53**	**20%**
Gross Profit	98	115	(18)	-15%
Gross Margin %	*30%*	*43%*	*-13 pts*	
Operating Expenses	82	78	3	4%
% of Sales	*25%*	*29%*	*-4 pts*	
Operating (Loss) Income	16	37	(21)	-57%
Operating Margin %	*5%*	*14%*	*-9 pts*	
(Loss) Income Continuing Ops	9	29	(20)	-67%
Inc Cont Ops Margin %	*3%*	*11%*	*-8 pts*	
Diluted EPS, Cont Ops	$0.29	$0.90	($0.61)	-68%
EBITDA from Continuing Ops	**20**	**41**	**(21)**	**-52%**
EBITDA Margin %	*6%*	*15%*	*-9 pts*	

Direct Segment Results – Q2 FY2022

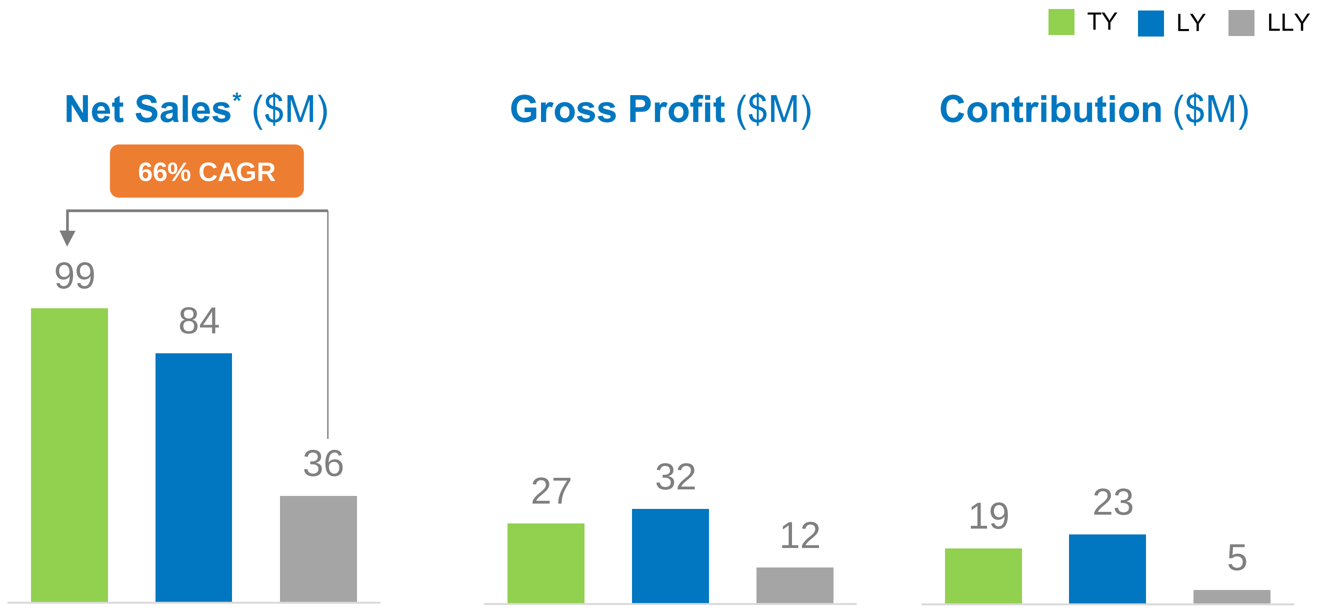


Strength vs LY	*-9%*		
Cardio vs LY	*-49%*		
GM%	37%	57%	38%
Cont.%	-5%	29%	-54%

Highlights

- Compared to LLY, strength CAGR is 103% while cardio CAGR is 34%
- Max M9 back to #1 spot in sales
- Reduced backlog to only $1M versus $27M as of 3/31/2021
- Gross margin drop primarily due to logistics and increased JRNY® investment

Retail Segment Results – Q2 FY2022



GM%	27%	34%	27%
Cont.%	19%	25%	11%

Strength vs LY *+90%*

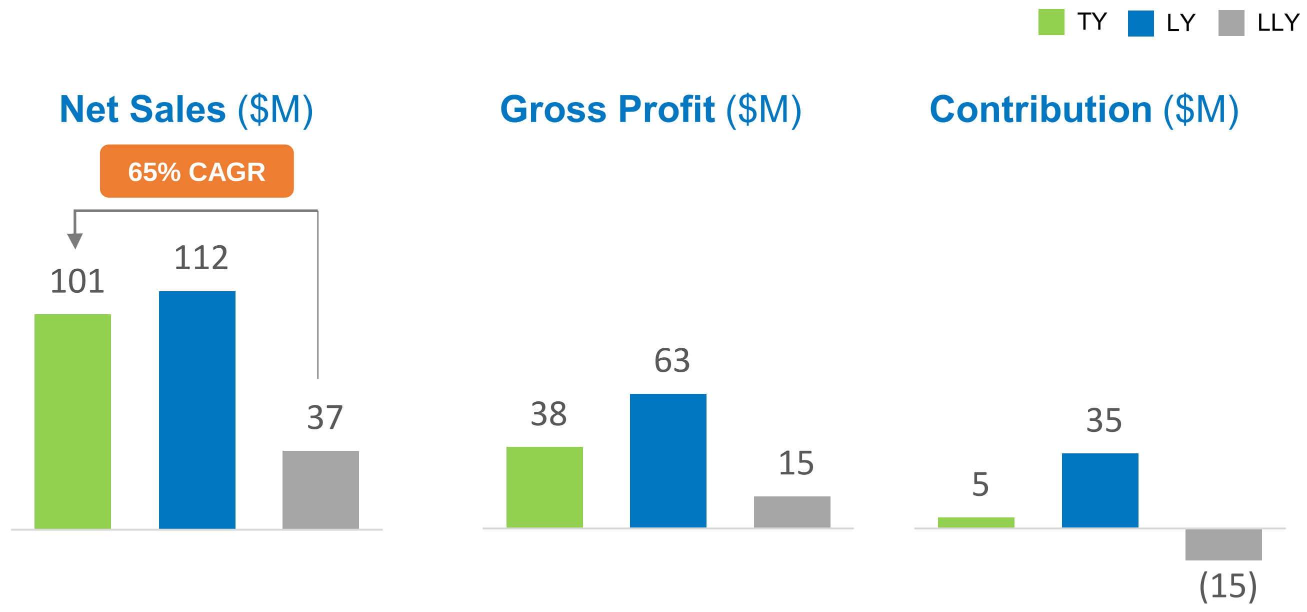
Cardio vs LY *-6%*

Highlights

- Compared to LLY, strength CAGR is 108% while cardio CAGR is 48%*
- Reduced backlog to $83M from $179M as of 3/31/21
- Due to the severe shortage of shipping containers, some factory fulfilled orders, representing over $22M of the Retail backlog, did not ship as planned in late September (56% of those orders shipped in October)

* Excluding Octane

Direct Segment Results – 1H FY2022

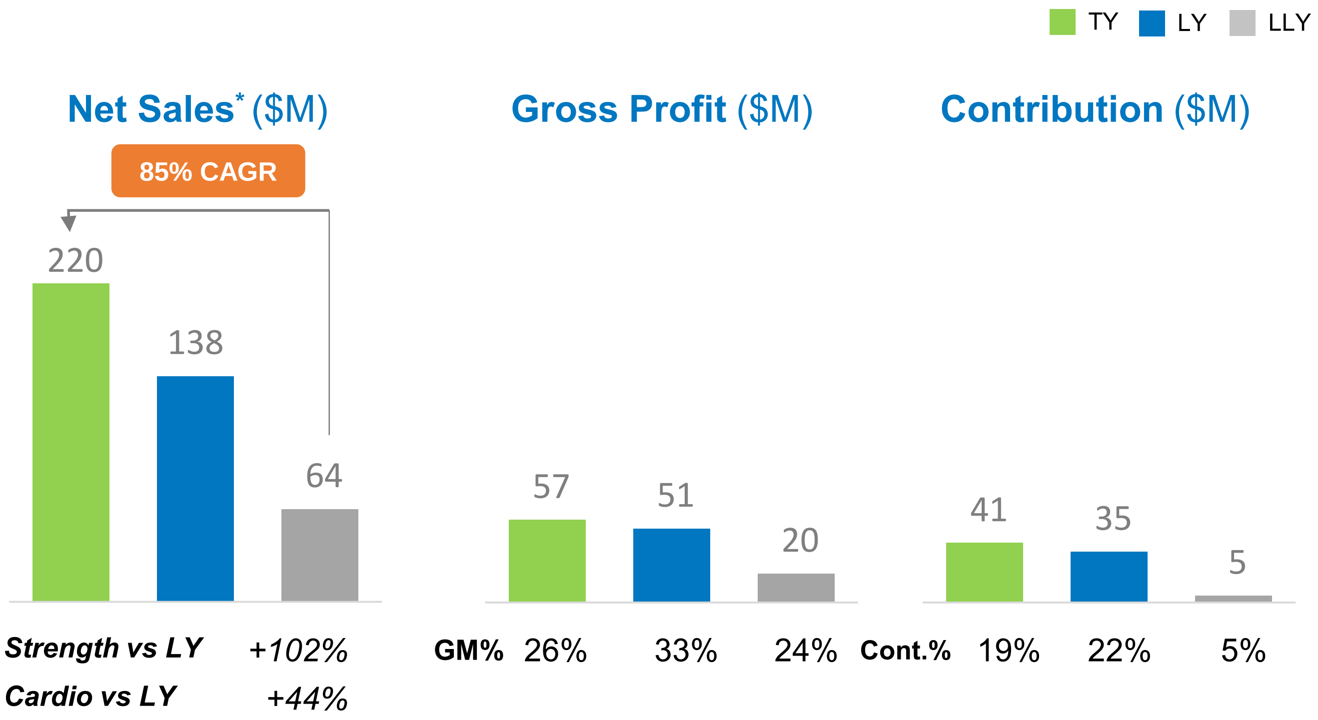


Strength vs LY	*+118%*	**GM%**	38%	56%	41%	**Cont.%**	5%	31%	-40%
Cardio vs LY	*-40%*								

Highlights

- Decreased sales this year were driven primarily due to lower sales of bikes that were partially offset by increased sales of treadmills and max trainers
- The 18.0 ppt decrease in gross profit margin was primarily driven by: logistics (-12 ppts), commodities, components, and foreign exchange (-3 ppts) and increased investments in JRNY® (-3 ppts).

Retail Segment Results – 1H FY2022



Highlights

- Cardio and strength sales were up driven primarily by bikes/treadmills and SelectTech® weights
- The 6.6 ppt decrease in gross profit margin was primarily driven by: commodities, components, and foreign exchange (-4 ppts) and logistics (-3 ppts).

* Excluding Octane

New Fiscal Year End

- On December 30, 2020, the Board of Directors approved a change in the company's fiscal year:
  - **FROM:** the twelve months beginning January 1 and ending December 31
  - **TO:** the twelve months beginning April 1 and ending March 31.
- The company filed a transition report on Form 10-QT for the transition period from January 1, 2021 to March 31, 2021.
- The Company's **fiscal year 2022 begins** April 1, 2021 and **ends March 31, 2022**.
- The company changed its fiscal year-end to include the primary fitness season for exercise equipment, October to March, in the same fiscal year. In addition, the new fiscal year-end is better aligned with the fiscal year-end of its retail partners.

Old Fiscal Year												
Old Fiscal Year 2020				Old Fiscal Year 2021				Old Fiscal Year 2022				Old FY 2023
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Jan, Feb, Mar	Apr, May, Jun	Jul, Aug, Sep	Oct, Nov, Dec	Jan, Feb, Mar	Apr, May, Jun	Jul, Aug, Sep	Oct, Nov, Dec	Jan, Feb, Mar	Apr, May, Jun	Jul, Aug, Sep	Oct, Nov, Dec	Jan, Feb, Mar
2020	2020	2020	2020	2021	2021	2021	2021	2022	2022	2022	2022	2023
New Fiscal Year												
New FY 2020	New Fiscal Year 2021				New Fiscal Year 2022				New Fiscal Year 2023			
Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4

FOR MORE INFORMATION PLEASE CONTACT

Investor Relations:
John Mills
ICR, LLC
646-277-1254
john.mills@ICRinc.com

Media Contacts:
John Fread
Nautilus, Inc.
360-859-5815
jfread@nautilus.com