



## Nautilus Inc. Debuts New Schwinn® 490 Elliptical

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*Consumer feedback guided design with a compact footprint, greater decline/incline range, and more workout experiences*

VANCOUVER, Wash.--(BUSINESS WIRE)--Sep. 19, 2023-- Nautilus, Inc. (NYSE: NLS), the home fitness innovator for over 30 years, has elevated the elliptical category. And they've done it with help from their customers. The design of the new Schwinn® 490 Elliptical responds to customers' requests for size, comfort, control, and workout capabilities in this type of trainer. The result is an elliptical that improves the workout experience and, more importantly, comes at a wallet-friendly price point.

This press release features multimedia. View the full release here: <https://www.businesswire.com/news/home/20230919120195/en/>



The new Schwinn® 490 Elliptical features a compact footprint and comprehensive, connected fitness experience. Credit: Nautilus, Inc.

Schwinn® 490 Elliptical is designed to level up their cardio experience and fit easily into their home and budget, so they can feel good about their investment in their health."

More than 80 percent of people surveyed who said they work out said they do so at home in some form, and 44 percent of them said working out at home would be a better experience with a wider variety of equipment.<sup>1</sup>

"Guided by our understanding of what customers want in a cardio experience, our engineering team rose to the challenge of designing an innovative, space-saving elliptical machine without skimping on quality or performance," said Gregg Wilson, Senior Cardio Product Manager, Nautilus, Inc. "Then we added features, refined ergonomics, and Bluetooth compatibility with apps like JRNY, so that customers can choose their challenge — or truly escape into their favorite scenic destination."

The Schwinn® 490 Elliptical is the brand's top-tier trainer, offering the premium quality and smooth stride users expect in an efficient, low-impact workout, now enhanced by Terrain Control Technology that automatically adjusts resistance with elevation changes in your ride when you experience select Explore the World workouts in the JRNY® platform. Improved design and placement of the elliptical controls make mounting, dismounting, and operation inclusive and intuitive for users. A built-in media shelf for a tablet or phone makes it easy to explore new and personalized JRNY® workouts.

### Schwinn® 490 Elliptical Features

The Schwinn® 490 elliptical is compatible with the JRNY® fitness app (available for iOS and Android devices), which affords access to all that the JRNY® adaptive fitness membership has to offer, including access to hundreds of scenic Explore the World routes, JRNY® radio, and trainer-led workouts, as well as the Zwift® app.

Additional features include:

**Choice:** Connectivity to JRNY® app including personalized workout recommendations; Bluetooth connectivity for speakers, smart devices, and heart rate monitors; 25 levels of resistance; adjustable in-workout to -5 percent decline and 15 percent incline

The new elliptical has the durability that consumers love about Schwinn, updated to meet today's customer demands. The Schwinn® 490 Elliptical has a space-saving footprint that's 12 inches smaller than that of its predecessor, the Schwinn 470, to better suit home spaces that serve multiple purposes. Ergonomic updates make foot and hand placement more comfortable and give users fingertip control of their workouts, including adjusting the incline from a 5 percent decline to a 15 percent incline. JRNY® adaptive fitness app compatibility gives users even more workout options with hundreds of scenic Explore the World Routes, trainer-led classes, and "Just for You" personalized workout recommendations that evolve with your progress.

"Our research shows most people who exercise do so at home, and home workouts are here to stay. Now that they are comfortable and confident in their home workouts, they're ready to expand their healthy routines," said Jim Barr, CEO, Nautilus, Inc. "It's only fitting that we give them more modalities to choose what will help them stay motivated to move. The

**Comfort:** 20-inch ergonomic-friendly stride that doesn't feel like straddling; wide, narrow and fixed handrail and grip options; mounting step makes it easy to get on/off the machine

**Convenience:** Compact, 58-inch-long footprint; easy-to-reach media shelf

The Schwinn® 490 Elliptical (\$1,299 MSRP) is available for purchase online at [SchwinnFitness.com](https://www.schwinnfitness.com) and at select retailers including Amazon and select Nebraska Furniture Mart, Scheels and Play It Again Sports locations.

For a limited time, new JRNY® customers will receive a two-month free trial. Following the free trial, members can subscribe for \$99 per year (\$11.99/month) to access JRNY® workouts compatible with the Schwinn® 490 Elliptical on their mobile device or tablet.

#### **About JRNY® Adaptive Fitness Membership**

The JRNY® adaptive fitness membership offers personalized cardio and whole-body workouts that evolve as you do, starting at \$11.99 per month. It learns with each use by assessing your fitness level and recommending workouts based on your abilities, available time, mood, and more. With streaming entertainment, an ever-growing library of whole-body workout content, and real-time coaching, this fitness experience works seamlessly with compatible equipment and on your mobile device or tablet. For more information about the JRNY® adaptive fitness membership, please visit: <https://www.jrny.com>.

#### **About Nautilus, Inc.**

Nautilus, Inc. (NYSE:NLS) is a global leader in digitally connected home fitness solutions. The Company's brand family includes BowFlex®, Nautilus®, Schwinn®, and JRNY®, its digital fitness platform. With a broad selection of exercise bikes, cardio equipment, and strength training products, Nautilus, Inc. empowers healthier living through individualized connected fitness experiences, and in doing so, envisions building a healthier world, one person at a time.

Headquartered in Vancouver, Washington, the company's products are sold direct to consumer on brand websites and through retail partners and are available throughout the U.S. and internationally. Nautilus, Inc. uses the investor relations page of its website ([www.nautilusinc.com/investors](https://www.nautilusinc.com/investors)) to make information available to its investors and the market.

#### **Forward-Looking Statements**

This press release 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](https://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.

<sup>1</sup>All cited figures are from a survey conducted by YouGov Plc on behalf of Nautilus, Inc. Total sample size was 2,407 adults. The figures have been weighted and are representative of all US adults (18+). Fieldwork was undertaken between January 23-25, 2023. Participants completed the survey online.

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