

Edgar Filing: NATURAL HEALTH TRENDS CORP - Form NT 10-Q

NATURAL HEALTH TRENDS CORP  
Form NT 10-Q  
May 18, 2004

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D. C. 20549

FORM 12b-25

Commission File Number 0-25238  
-----

NOTIFICATION OF LATE FILING

(CHECK ONE):  Form 10-K     Form 20-F     Form 11-K     Form 10-Q  
                   Form N-SAR

For Period Ended: March 31, 2004  
-----

- Transition Report on Form 10-K
- Transition Report on Form 20-F
- Transition Report on Form 11-K
- Transition Report on Form 10-Q
- Transition Report on Form N-SAR

For the Transition Period Ended: \_\_\_\_\_

READ INSTRUCTION (ON BACK PAGE) BEFORE PREPARING FORM. PLEASE PRINT OR TYPE.  
NOTHING IN THIS FORM SHALL BE CONSTRUED TO IMPLY THAT THE COMMISSION HAS  
VERIFIED ANY INFORMATION CONTAINED HEREIN.

If the notification relates to a portion of the filing checked above, identify  
the Item( s) to which the notification relates:

PART I -- REGISTRANT INFORMATION

Natural Health Trends Corp.  
-----

Full Name of Registrant

-----  
Former Name if Applicable

12901 Hutton Drive  
-----

Address of Principal Executive Office (Street and Number)

Dallas, Texas 75234  
-----

City, State and Zip Code

PART II -- RULES 12b-25(b) AND (c)

If the subject report could not be filed without unreasonable effort or expense  
and the registrant seeks relief pursuant to Rule 12b-25(b), the following should  
be completed. (Check box if appropriate)

Edgar Filing: NATURAL HEALTH TRENDS CORP - Form NT 10-Q

- (a) The reasons described in reasonable detail in Part III of this form could not be eliminated without unreasonable effort or expense;
- (b) The subject annual report, semi-annual report, transition report on Form 10-K, Form 20-F, 11-K or Form N-SAR, or portion thereof, will be filed on or before the fifteenth calendar day following the prescribed due date; or the subject quarterly report of transition report on Form 10-Q, or portion thereof will be filed on or before the fifth calendar day following the prescribed due date; and
- (c) The accountant's statement or other exhibit required by Rule 12b-25(c) has been attached if applicable.

PART III -- NARRATIVE

State below in reasonable detail the reasons why Forms 10-K, 20-F, 11-K, 10-Q, N-SAR, or the transition report or portion thereof, could not be filed within the prescribed time period.

The Company has not been able to compile the requisite financial data and other narrative information necessary to enable it to have sufficient time to complete the Company's Quarterly Report on Form 10-Q for the quarterly period ended March 31, 2004, without unreasonable effort and expense.

PART IV -- OTHER INFORMATION

- (1) Name and telephone number of person to contact in regard to this notification

Mark D. Woodburn, Chief Financial Officer	(972)	241-4080
-----	-----	-----
(Name)	(Area Code)	(Telephone Number)

- (2) Have all other periodic reports required under Section 13 or 15(d) of the Securities Exchange Act of 1934 or Section 30 of the Investment Company Act of 1940 during the preceding 12 months or for such shorter period that the registrant was required to file such report(s) been filed? If answer is no, identify report(s).  Yes  No
- (3) Is it anticipated that any significant change in results of operations from the corresponding period for the last fiscal year will be reflected by the earnings statements to be included in the subject report or portion thereof?  Yes  No

If so, attach an explanation of the anticipated change, both narratively and quantitatively, and, if appropriate, state the reasons why a reasonable estimate of the results cannot be made.

See Annex A attached hereto.

Natural Health Trends Corp.  
-----  
(Name of Registrant as Specified in Charter)

has caused this notification to be signed on its behalf by the undersigned hereunto duly authorized.

Date: 5/18/04

By: /s/ MARK D. WOODBURN

Edgar Filing: NATURAL HEALTH TRENDS CORP - Form NT 10-Q

-----  
Name: Mark D. Woodburn  
Title: President and Chief Financial Officer

INSTRUCTION: The form may be signed by an executive officer of the registrant or by any other duly authorized representative. The name and title of the person signing the form shall be typed or printed beneath the signature. If the statement is signed on behalf of the registrant by an authorized representative (other than an executive officer), evidence of the representative's authority to sign on behalf of the registrant shall be filed with the form.

-----  
ATTENTION  
-----

INTENTIONAL MISSTATEMENTS OR OMISSIONS OF FACT CONSTITUTE FEDERAL CRIMINAL VIOLATIONS (SEE 18 U. S. C. 1001).

GENERAL INSTRUCTIONS

1. This form is required by Rule 12b-25 (17 CFR 240.12b-25) of the General Rules and Regulations under the Securities Exchange Act of 1934.
2. One signed original and four conformed copies of this form and amendments thereto must be completed and filed with the Securities and Exchange Commission, Washington, D.C. 20549, in accordance with Rule 0-3 of the General Rules and Regulations under the Act. The information contained in or filed with the form will be made a matter of public record in the Commission files.
3. A manually signed copy of the form and amendments thereto shall be filed with each national securities exchange on which any class of securities of the registrant is registered.
4. Amendments to the notifications must also be filed on form 12b-25 but need not restate information that has been correctly furnished. The form shall be clearly identified as an amended notification.
5. ELECTRONIC FILERS. This form shall not be used by electronic filers unable to timely file a report solely due to electronic difficulties. Filers unable to submit a report within the time period prescribed due to difficulties in electronic filing should comply with either Rule 201 or Rule 202 of Regulation S-T (Section 232.201 or Section 232.202 of this chapter) or apply for an adjustment in filing date pursuant to Rule 13(b) of Regulation S-T (Section 232.13(b) of this chapter).

Annex A

Natural Health Trends Corp. (the "Company") could not file its Quarterly Report on Form 10-Q within 45 days following the end of its first fiscal quarter without unreasonable effort or expense.

It is anticipated that there will be a significant change in the Company's results of operations for the quarter ended March 31, 2004 compared to its results of operations for the quarter ended March 31, 2003.

It is expected that net sales increased to approximately \$37 million for the first quarter of 2004 from net sales of about \$11 million for the first

## Edgar Filing: NATURAL HEALTH TRENDS CORP - Form NT 10-Q

quarter of 2003. The Company also anticipates reporting a significant increase in net income for the quarter ended March 31, 2004 as compared to the same period in 2003. The increases in net sales and net income are primarily attributable to (i) an increased number of active Lexxus distributors, especially in the Hong Kong subsidiary, (ii) sales of new products introduced after the first quarter of 2003, and (iii) Lexxus' expansion into new markets, including South Korea in the second quarter of 2003.