# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

## FORM 8-K

## **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

**Date of Report: November 16, 2009** (Date of earliest event reported)

## Natural Health Trends Corp.

(Exact name of registrant as specified in its charter)

TX 0-26272 59-2705336
(State or other jurisdiction of incorporation) Number) Identification Number)

2050 Diplomat Drive 75234

(Address of principal executive offices)

(Zip Code)

(972) 241-4080

(Registrant's telephone number, including area code)

## Not Applicable

(Former Name or Former Address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425) ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-
2(b))  ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-
4(c))

## Item 2.02. Results of Operations and Financial Condition

On November 16, 2009, Natural Health Trends Corp. issued an earnings release announcing its results for the quarter ended September 30, 2009. The press release is attached hereto as exhibit 99.1

### Item 9.01. Financial Statements and Exhibits

Press Release of Natural Health Trends Corp. dated November 16, 2009

(a) Financial statements:

None

(b) Pro forma financial information:

None

(c) Shell company transactions:

None

## **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: November 16, 2009

## NATURAL HEALTH TRENDS CORP.

By: <u>/s/ Gary C. Wallace</u>
Gary C. Wallace
General Counsel

## **Exhibit Index**

Exhibit No.

**Description** 

99.1

Press Release of Natural Health Trends Corp. dated November 16, 2009

## Natural Health Trends Announces Third Quarter 2009 Results

DALLAS, TX -- (Marketwire - November 16, 2009) - Natural Health Trends Corp. (PINKSHEETS: BHIP) today announced its financial results for the quarter ended September 30, 2009. The company reported sales of \$5.7 million and an operating loss of \$1.7 million for the quarter.

The company attributed lower sales to multiple factors. There was an increase of \$1.5 million in unshipped orders in Hong Kong caused by certain customs issues that delayed orders placed between mid-August through the end of the quarter. These issues were mostly resolved by early November. However, this delay also caused a delay in new product orders as some members waited for a resolution of the customs issue. Additionally, the company typically experiences a slow down caused by summer vacations. Lastly, as the company previously disclosed, it deferred marketing activities because of the reorganization of one of our member groups in Greater China. This reorganization required the company to make adjustments to its marketing plans and defer some marketing activities into the fourth quarter. The orders taken, which are roughly measured as revenue adjusted by the change in deferred revenue, were \$7.3 million in the third quarter, compared to \$8.5 million in the second quarter and \$8.2 million in the first quarter.

"We are encouraged by recent business developments in Russia, Hong Kong and Korea," said Chris Sharng, president of Natural Health Trends. "Our Grand Opening in Moscow in late October and the Anniversary Celebration in Hong Kong last week were very well attended and created a lot of positive momentum in those markets. In Korea, we have seen a sustained increase in sales since October. On the cost side, after extensive expense reductions and restructuring, the Company's business is well positioned to benefit from the excitement and growth that we're seeing in our international markets."

The company plans to host a conference call at 11:30 a.m. EST, November 18, 2009. Those who wish to participate may call telephone number (866) 672-2663, or (973) 582-2772 for international callers, 15 minutes before 11:30 a.m. EST. Callers will need to give the conference identification number, 42236983. If you cannot participate in the call, but wish to hear it, you may log in to the company's homepage at www.naturalhealthtrendscorp.com and click on the conference call 2 hours after the completion of the call.

About Natural Health Trends Corp.

Natural Health Trends Corp. is an international direct-selling and e-commerce company operating through its subsidiaries throughout Asia, North America, and Europe. The company markets premium quality personal care products under the NHT Global brand. Additional information can be found on the company's website, www.naturalhealthtrendscorp.com.

About the Company's Common Stock

The Company's common stock is quoted under the symbol "BHIP" on the Current Information tier of the Pink Sheets, a centralized electronic quotation service run by Pink OTC Markets Inc. for over-the-counter securities. Interested parties can obtain stock quotes by clicking on the "Stock Quote" link on the Company's home page, www.naturalhealthtrendscorp.com, or by going to www.pinksheets.com and searching for the symbol "BHIP." Parties wishing to trade stock on the Pink Sheets should contact their broker to make the trades. More information about buying and selling stock on the Pink Sheets may be found at http://www.pinksheets.com/pink/otcguide/investors howtobuy.jsp.

Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995 -- Forward-looking statements in this release do not constitute guarantees of future performance. Such forward-looking statements are subject to risks and uncertainties that could cause our actual results to differ materially from those anticipated. Such risks and uncertainties include the risks and uncertainties detailed under the caption "Risk Factors" in our Annual Report on Form 10-K filed on March 23, 2009, with the Securities and Exchange Commission. We assume no obligation to update any forward-looking information contained in this press release or with respect to the announcements described herein.

NATURAL HEALTH TRENDS CORP.

CONSOLIDATED BALANCE SHEETS (In Thousands, Except Share Data)

> December 31, September 30, 2009 2008

(Unaudited)

### **ASSETS**

Current assets:	
Cash and cash equivalents	\$ 3,491 \$ 1,473
Restricted cash	340 399
Accounts receivable	71 97
Inventories, net	2,141 1,804
Other current assets	735 987
Total current assets	6,778 4,760
Property and equipment, net	1,173 882
Goodwill	1,764 1,764
Intangible assets, net	1,800 1,200
Restricted cash	3,646 393
Other assets	1,464 905
Total assets	\$ 16,625 \$ 9,904

# LIABILITIES AND STOCKHOLDERS' EQUITY

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Current liabilities: Accounts payable Income taxes payable Accrued distributor commissions Other accrued expenses Deferred revenue Current portion of convertible del net of discount of \$2,320 at Dece 2008 Deferred tax liability	2,456 3,399 2,841 2,397 bentures,
Other current liabilities	1,170 1,053
Other current habilities	1,1/0 1,033
Total liabilities Commitments and contingencies Stockholders' equity (deficit): Preferred stock, \$0.001 par value; shares authorized; 1,761,900 sha designated Series A convertible p stock, 138,400 shares issued and at December 31, 2008 and Septer aggregate liquidation value of \$2 Common stock, \$0.001 par value; shares authorized; 10,691,582 an shares issued and outstanding at 2008 and September 30, 2009, re Additional paid-in capital Accumulated deficit Accumulated other comprehensiv Foreign currency translation adj	res preferred outstanding mber 30, 2009, 175 124 124 150,000,000 16 10,833,709 December 31, 179,711 80,158 174,853) (81,774) re income:
Total Natural Health Trends	
stockholders' equity (deficit) Noncontrolling interest	5,752 (579) 34 -
Total stockholders' equity (deficit)	
Total liabilities and stockholders' eq	uity \$ 16,625 \$ 9,904

# NATURAL HEALTH TRENDS CORP.

# CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED) (In Thousands, Except Per Share Data)

Three Months Ended Nine Months Ended September 30, September 30, September 30, September 30, 2008 2009

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$ 11,016 $ 5,698 $ 34,734 $ 24,039
Net sales
Cost of sales
                          3,050 1,874 9,585 7,176
Gross profit
                         7,966 3,824 25,149 16,863
Operating expenses:
 Distributor commissions
                              4,573 1,997 13,170 9,098
 Selling, general and administrative
  expenses (including stock-based
  compensation expense of $128 and
  $81 during the three months
  ended September 30, 2008 and
  2009, respectively, and $421 and
  $447 during the nine months
  ended September 30, 2008 and
                        4,358 3,196 13,226 10,685
  2009, respectively)
 Depreciation and amortization 338 324 1,090 992
 Impairment of long-lived assets 2 -
                                              30
Total operating expenses 9,271 5,517 27,516 20,775
Loss from operations
                     (1,305) (1,693) (2,367) (3,912)
Other income (expense), net:
 Loss on foreign exchange
                                (345) (82)
                                               (92)
                                                     (125)
 Interest income
                             18 3
                                       86
                                                27
 Interest expense (including
  amortization of debt issuance
  costs and accretion of debt
  discount of $559 and $411
  during the three months ended
  September 30, 2008 and 2009,
  respectively, and $1,370 and
  $2,039 during the nine months
  ended September 30, 2008 and
  2009, respectively)
                            (666) (565) (1,609) (2,420)
 Loss on redemption of convertible
  debentures
                                (683)
                                         - (683)
 De-recognition of commission
  liabilities
                               221
                         19
 Other
                              (24)
                                           (10)
Total other income (expense), net (974) (1,130) (1,610) (2,990)
Loss before income taxes (2,279) (2,823) (3,977) (6,902) Income tax provision (37) (28) (116) (63)
Net loss
                     (2,316) (2,851) (4,093) (6,965)
Plus: Net loss attributable to the
noncontrolling interest
                                    23
Net loss attributable to Natural
Health Trends
                          (2,316) (2,828) (4,093) (6,921)
Preferred stock dividends
                                (4) (4) (12)
                                                    (12)
Net loss attributable to common
stockholders of Natural Health
Trends
                       $ (2,320) $ (2,832) $ (4,105) $ (6,933)
Loss per share of Natural Health
Trends - basic and diluted
                          $ (0.24) $ (0.28) $ (0.42) $ (0.69)
Weighted-average number of shares
outstanding
                  9,719 10,261 9,670 10,079
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NATURAL HEALTH TRENDS CORP.

Nine Months Ended September 30,

~	optime of 50,	
	2008 2009 	
CASH FLOWS FROM OPERATING	G ACTIVITIES:	
Net loss	\$ (4,093) \$ (6,965)	
Adjustments to reconcile net loss to r		
operating activities:	ict casii usca iii	
Depreciation and amortization of p		
equipment	490 392	
Amortization of intangibles	600 600	
Amortization of debt issuance cost		
Accretion of debt discount	1,136 1,537	
Loss on redemption of convertible	debentures - 683	
Stock-based compensation	421 447	
Impairment of long-lived assets	30 -	
Changes in assets and liabilities:		
Accounts receivable	159 (24)	
Inventories, net	1,540 332	
Other current assets	432 (243)	
Other assets	285 91	
Accounts payable		
Income taxes payable	(773) 647 9 59	
Accrued distributor commissions	(901) 74	
Other accrued expenses	(826) 938	
Deferred revenue	(1,363) (445)	
Other current liabilities	(200) (123)	
	(200) (123)	
Net cash used in operating activities		
CASH FLOWS FROM INVESTING	ACTIVITIES:	
Purchases of property and equipme	ent (276) (95)	
Purchases of property and equipmed Decrease in restricted cash	665 3,212	
Net cash provided by investing activi	ties 389 3,117	
CASH FLOWS FROM FINANCING	G ACTIVITIES	
Proceeds from debt	145 -	
Payments on debt	(145) (3,754)	
	(113) (3,731)	
Net cash used in financing activities	- (3,754)	
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Effect of exchange rates on cash and	cash equivalents 118 117	
Lifect of exchange rates on easit and		
Net decrease in cash and cash equiva	lents (2,313) (2,018)	
CASH AND CASH EQUIVALENTS, beginning of period 6,282 3,491		
0,202 3,471		
CASH AND CASH EQUIVALENTS	S, end of period \$ 3,969 \$ 1,473	
CASH AND CASH EQUIVALENTS	5, end of period \$ 3,909 \$ 1,475	
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Contact:		
Contact.		

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