



bel

POWER | PROTECT | CONNECT

Investor Summit

March 25, 2021



Safe Harbor Statement

The Company's consolidated operating results are affected by a wide variety of factors that could materially and adversely affect revenues and profitability, including the risk factors described in Item 1A of our 2020 Annual Report on Form 10-K. As a result of these and other factors, the Company may experience material fluctuations in future operating results on a quarterly or annual basis, which could materially and adversely affect its business, consolidated financial condition, operating results, and common stock prices. Furthermore, this document and other documents filed by the Company with the Securities and Exchange Commission ("SEC") contain certain forward-looking statements under the Private Securities Litigation Reform Act of 1995 ("Forward-Looking Statements") with respect to the business of the Company. Forward-Looking Statements are necessarily subject to risks and uncertainties, many of which are outside our control, that could cause actual results to differ materially from these statements. Forward-Looking Statements can be identified by

such words as "anticipates," "believes," "plan," "assumes," "could," "should," "estimates," "expects," "intends," "potential," "seek," "predict," "may," "will" and similar references to future periods. All statements other than statements of historical facts included in this report regarding our strategies, prospects, financial conditions, operations, costs, plans and objectives are Forward-Looking Statements. These Forward-Looking Statements are subject to certain risks and uncertainties, including those detailed in Item 1A of our 2020 Annual Report on Form 10-K, which could cause actual results to differ materially from these Forward-Looking Statements. The Company undertakes no obligation to publicly release the results of any revisions to these Forward-Looking Statements which may be necessary to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events. Any Forward-Looking Statement made by the Company is based only on information currently available to us and speaks only as of the date on which it is made.

Presenters

Presenter	Experience
<p>Pete Bittner President Cinch Connectivity Solutions</p>	<ul style="list-style-type: none"> ▪ Mr. Bittner has been President of Cinch Connectivity Solutions since May 2015. ▪ Prior to that role, Mr. Bittner was the GM of Bel 's Interconnect segment and the Cinch Connectors operations beginning in 2010. ▪ Mr. Bittner joined Bel in 2003 as part of the Insilco Technologies acquisition and assumed General Management responsibility for the Stewart Connector and InNet Technologies that were then consolidated ▪ From 1998-2001, Mr. Bittner served as Industry Marketing Manager for Insilco Technologies
<p>Farouq Tuweiq Chief Financial Officer</p>	<ul style="list-style-type: none"> ▪ Mr. Tuweiq was appointed as the Company's Chief Financial Officer effective February 15, 2021. ▪ Prior to joining Bel, he worked at BMO Capital Markets, member of BMO Financial Group, where he led and helped build the Industrial Technology Investment Banking practice. ▪ Previously, Mr. Tuweiq worked at Schneider Electric, a public multinational energy efficiency and automation provider, in its North American headquarters within the FP&A group focused on budgeting, forecasting, and business planning. ▪ Prior to that, he worked at Ernst and Young, within the audit group, serving public and private manufacturing and financial companies.
<p>Lynn Hutkin Director of Financial Reporting</p>	<ul style="list-style-type: none"> ▪ Ms. Hutkin joined Bel in 2007 as Manager of External Financial Reporting. Other areas of involvement have included investor relations, M&A, business insurance, and employee benefits. ▪ Prior to joining Bel, Ms. Hutkin held a variety of finance positions at CD&L Inc. (a publicly-traded courier company), DMR Consulting (an IT consulting firm), and Insys Consulting (an IT consulting start-up) ▪ Ms. Hutkin started her career as an auditor at Arthur Andersen and is an active Certified Public Accountant in the State of New Jersey



About Bel

Bel (NASDAQ: BELFA/BELFB) designs, manufactures and markets a broad array of products that power, protect and connect electronic circuits since 1949.

Applications for our products are primarily found in the military, aerospace, networking, medical, industrial and cloud industries.



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**Annual Sales of
\$466M ***



**Cinch Connectivity
Solutions**

**Magnetic
Solutions**

**Power Solutions
& Protection**

* Trailing twelve months ended 12/31/20

Why Bel?



Gross Margin
Expansion/Protection

25.7%

in 2020

- vs -

22.3%

in 2019



Attractive
End Markets

- Aerospace/Defense
- Network & Cloud
- Electric Vehicles
- Medical
- Rail



Robust R&D
Pipeline

605

new products
introduced in 2020

- vs -

270

in 2019



Global
Customer Reach

3 continents

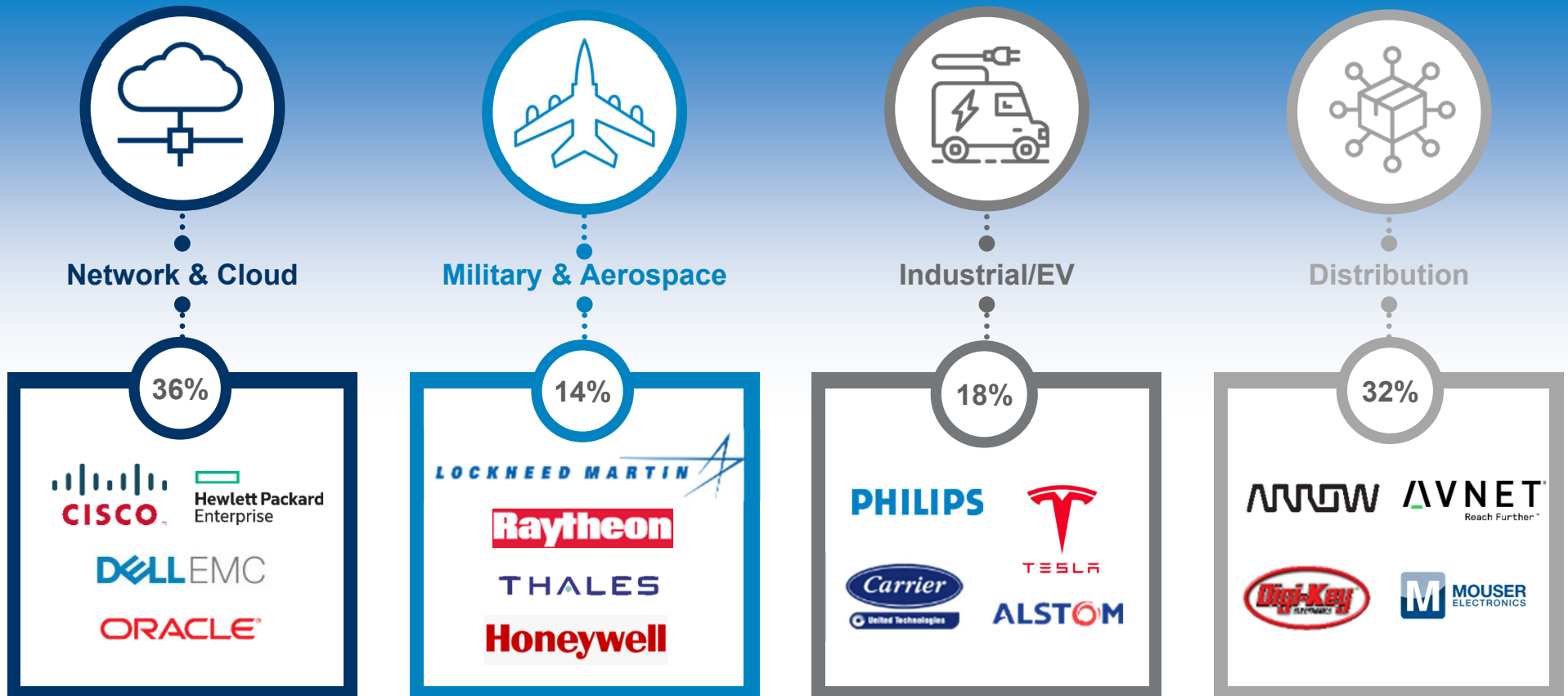
15 countries

32 locations



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Diverse End-Markets & Blue-Chip Customer Base



Numerous Organic Growth Drivers...



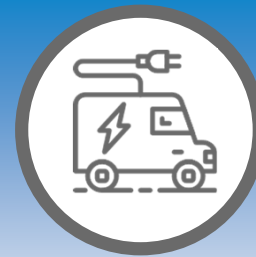
Military & Aerospace

- Munitions
- Commercial and military aircraft
- Mobile Communication
- Data Encryption



Networking & High-Performance Computing

- Artificial Intelligence
- 5G
- Open Compute Network Infrastructure
- High power conduction-cooled solutions



E-Mobility

- Full range of DC/DC converter, DC/AC inverter and onboard chargers
- Obtained over 200 customers in the last 4 years
- Customer base consists of big OEM automotive, mining, marine and construction



Distribution

- Increases product accessibility to developers of tomorrow's technology
- Growth driven by new product introductions
- Bel is a top 15 supplier overall at Digi-Key (#1 in power)

Cinch Connectivity Solutions

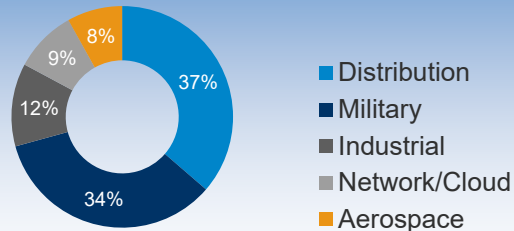
Products

- **Harsh Environment Fiber Optics**
 - High-speed transceivers and media converters
 - Expanded beam optical connectors
- **Copper-based Connectors and Cable Assemblies:**
 - Mil-spec circular and rectangular
 - RF (radio frequency) and Ethernet connectivity

Applications

- Military and Aerospace
- Industrial
- Data Communications
- Transportation
- Construction (premise wiring)
- Oil and Gas

Sales by End Market¹



Customers

GENERAL DYNAMICS

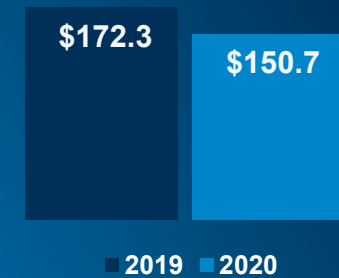
LOCKHEED MARTIN

Raytheon

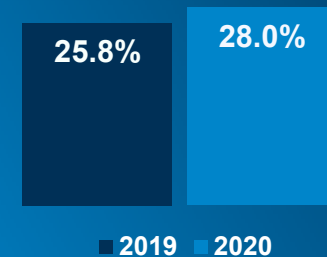


¹ Sales by End Market based on management estimates
² Data reflects year ended December 31, 2019 and 2020 (\$ in millions)

Sales²



Gross Margin²



Power Solutions & Protection

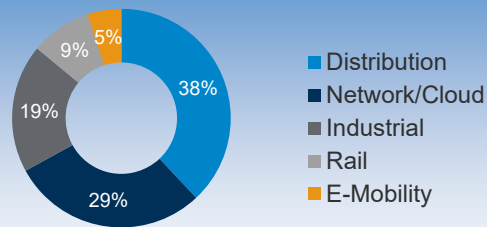
Products

- Front-end (AC-DC) power supplies
- Board mount power (BMP)
- Industrial power products
- e-Mobility converters and inverters
- Circuit protection

Applications

- Networking and data storage
- Industrial
- Rail
- Lighting
- Medical
- Electric vehicles and equipment
- Consumer

Sales by End Market¹

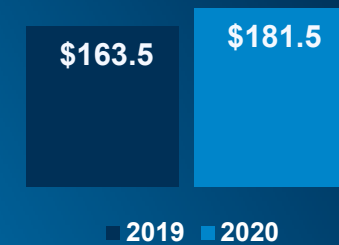


Customers

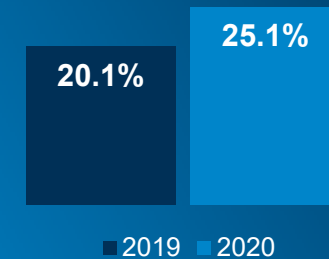


¹ Sales by End Market based on management estimates
² Data reflects year ended December 31, 2019 and 2020 (\$ in millions)

Sales²



Gross Margin²



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Magnetic Solutions

Products

- Integrated Connector Modules (ICMs)
- Power Transformers
- Power Inductors
- Discrete Components

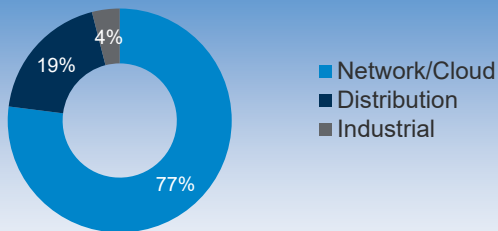
Applications

- Data and Telecommunications (Networking Infrastructure Switching, Servers and Storage Devices)
- Industrial
- Medical
- Alarm and Security Systems
- Lighting
- Home Networking



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Sales by End Market¹

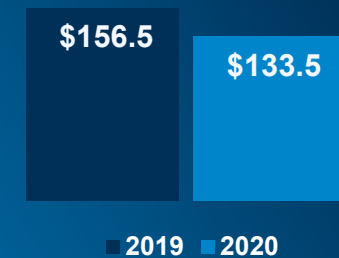


Customers

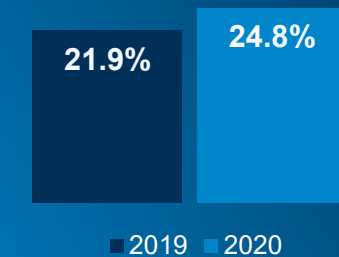


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Sales²



Gross Margin²



Recent Acquisition: rms Connectors

rms Connectors was formed in the 1990's after licensing technology from Cinch Inc. (which Bel acquired in 2010). rms Connectors was a primary competitor of Bel's within the commercial aerospace end market. They sell direct to a shared main OEM customer and through a network of value-added distribution partners.



Closed January 11, 2021



YTD Dec 2020 (estimate):

- Sales: \$8M (pre-COVID: \$15-16M)
- EBITDA margin: 5% (pre-COVID: 20%)



Purchase price of \$8.5M funded with cash on hand



Expected Benefits

- Expected to be accretive to EBITDA in Q2-2021
- No incremental SG&A expense; operations will be consolidated into existing facilities
- Acquisition of state-of-the-art manufacturing equipment
- Substantial upside once commercial aerospace rebounds

Pending Acquisition: EOS

EOS is the leading seller of miniature, high efficiency power solutions. Based in Mumbai, India, EOS has approximately 400 associates and is an existing supplier to Bel.



Agreement signed on November 25, 2020
Anticipated closing in Q1-21



Financial Profile:

- Annual Sales: \$12M (pre-COVID: \$14-15M)
- EBITDA margin: 6%+



Purchase price of \$7M cash to be funded through a combination of cash on hand and/or credit line



Expected Benefits

- Expected to be accretive to EBITDA on Day 1
- Extends Bel's manufacturing footprint outside of China with a turnkey operation
- Broadens Bel's power product portfolio with industrial and medical products
- Access to the fast-growing India market for all of Bel's products

Financial Overview

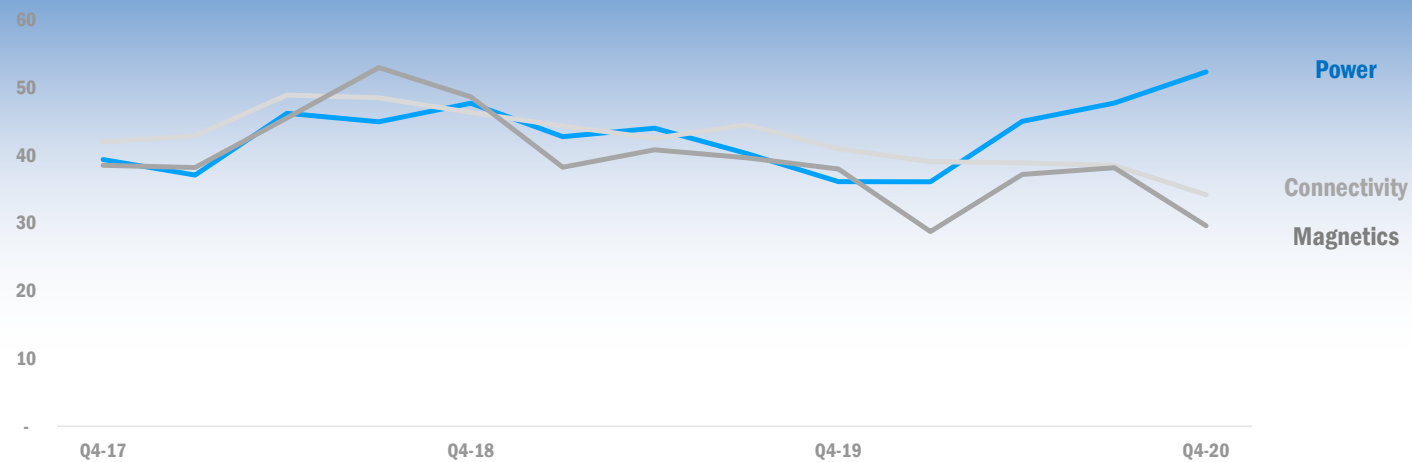


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Sales Trends

POWER BREAKS AWAY FROM THE PACK IN Q4-20

SALES IN MILLIONS



	Q4-19	Q4-20	% change '19-'20	2018	2019	2020	% change '19-'20
Magnetics Solutions	38	30	-22%	185	157	134	-15%
Power Solutions & Protection	36	52	45%	176	163	181	11%
Connectivity Solutions	41	34	-17%	187	172	151	-12%
Total	\$ 115	\$ 116	0%	\$ 548	\$ 492	\$ 466	-5%

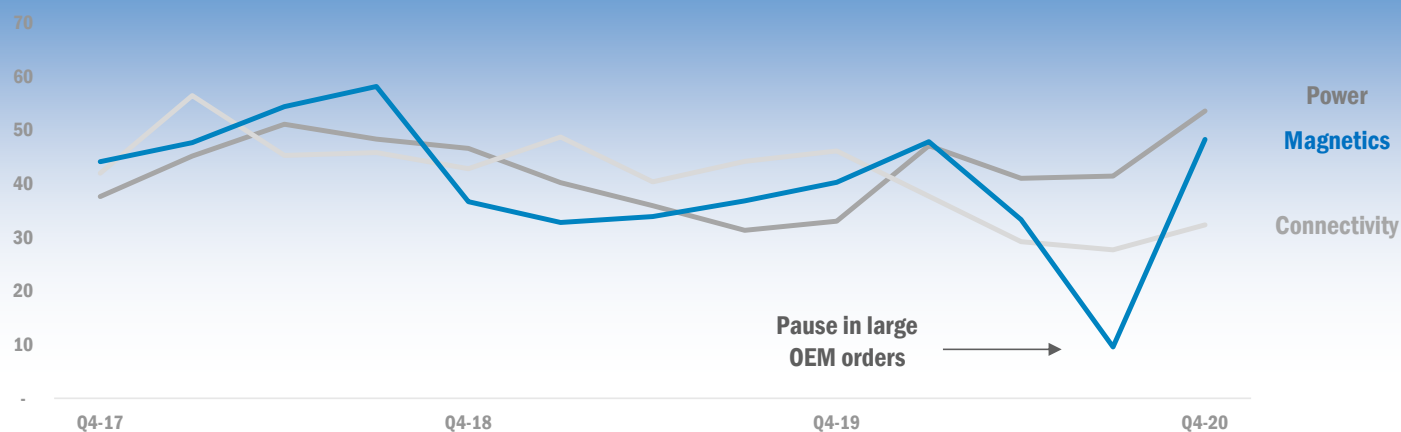


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Bookings

MAGNETICS POISED TO JOIN GROWTH IN 2021

BOOKINGS IN MILLIONS



	Q4-19	Q4-20	% change '19-' '20	2018	2019	2020	% change '19-' '20
Magnetics Solutions	40	48	-20%	197	144	139	-3%
Power Solutions & Protection	33	54	62%	191	140	183	30%
Connectivity Solutions	46	32	-30%	190	179	127	-29%
Total	\$ 119	\$ 134	12%	\$ 578	\$ 463	\$ 449	-3%



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Backlog

EXTENDED LEAD TIMES HAVE LED TO BACKLOG GROWTH ACROSS THE BOARD

BACKLOG IN MILLIONS



	Dec-18	Dec-19	Dec-20	Feb-21	% change Dec-20 to Feb-21
Magnetics Solutions	44	31	43	52	19%
Power Solutions & Protection	71	61	65	77	7%
Connectivity Solutions	56	68	47	51	21%
Total	\$ 171	\$ 160	\$ 155	180	16%



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Financial Summary: Q4-20

\$ in millions, except EPS amounts	Q4-20	Q4-19	Change
Sales	\$116	\$115	1%
Gross margin	25.3%	21.1%	420 bps
Operating margin	4.8%	-2.5%	730 bps
EBITDA as % of sales	8.0%	-0.4%	840 bps
Adj EBITDA ⁽²⁾ as % of sales	6.7%	2.6%	410 bps
GAAP EPS (BELFB)	\$0.29	(\$0.52)	nm*
Non-GAAP EPS (BELFB) ⁽¹⁾	\$0.20	(\$0.30)	nm*

¹ These financial measures exclude the impact of costs associated with acquisition-related costs, ERP system implementation expenses and restructuring charges, and the impact of gain on sale of property.

* Not meaningful.



Product Group GM%

Power

20.1%
GM in 2019

→

25.1%
GM in 2020

POWER MARGINS GROW THROUGH EFFICIENCIES POWER SALES IN MILLIONS



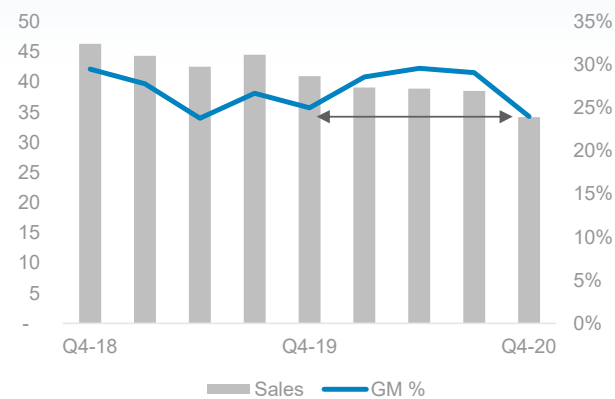
Connectivity

25.8%
GM in 2019

→

28.0%
GM in 2020

QUICK CINCH RIGHT-SIZING PRESERVED GM% CONNECTIVITY SALES IN MILLIONS



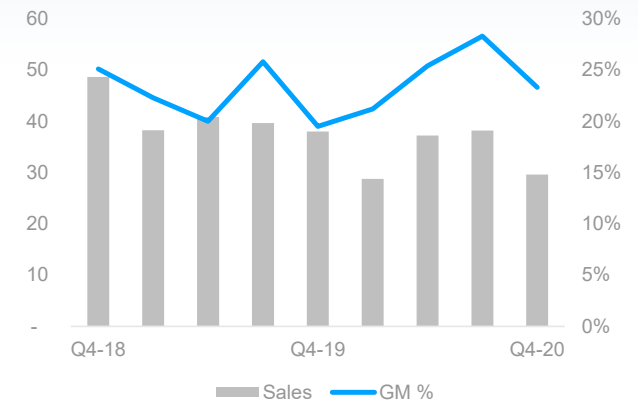
Magnetics

21.9%
GM in 2019

→

24.8%
GM in 2020

RESTRUCTURING MITIGATES MARGIN EROSION MAGNETIC SALES IN MILLIONS



Share Information

Key Statistics (as of 3/24/21)

Stock Price	BELFA: \$18.08 BELFB: \$18.68
Total Shares Outstanding	12,350,000
Market Cap	\$229M
Enterprise Value	\$260M

Class A
NASDAQ: BELFA
Voting Class



Outstanding shares
2,145,000

19
Institutions | **990,000**
shares (46%)

Quarterly dividends
\$0.06 / share

20% held by insiders

Class B
NASDAQ: BELFB
Non-voting Class



Outstanding shares
10,205,000

139
Institutions | **7,730,000**
shares (76%)

Quarterly dividends
\$0.07 / share

3% held by insiders



Stock Trend: BELFB vs. Nasdaq (LTM)

5-yr high
\$33.10

5-yr low
\$6.60

Closing Price on
3/24/21
\$18.68



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Q&A



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Balance Sheet Metrics

\$ in millions	December 2020	December 2019
Cash	\$85	\$72
Debt	116	144
Equity	186	168
Working Capital	193	193
Current Ratio	3.2 to 1	3.1 to 1
Inventory Turns (excl R&D)	3.4x	3.4x
DSO	57 days	60 days
Leverage Ratio	2.46x	3.14x

Acquisitions Fuel Our Growth



CONNECTIVITY

Spin-offs Acquired:

- Emerson Network Power Connectivity Solutions (2014)
- Safran/Cinch Connectors (2010)
- rms Connectors (2021)

Private Companies Acquired:

- BCMZ Precision Engineering Ltd. (2018)
- Array Connector (2013)
- GigaCom Interconnect (2012)
- Fibreco Limited (2012)



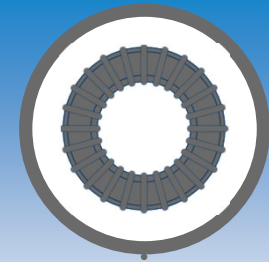
POWER

Spin-offs Acquired:

- CUI Global's Power Business (2019)
- ABB/Power-One Power Solutions (2014)

Private Companies Acquired:

- Powerbox Italia S.R.l. (2012)
- Galaxy Power (2005)
- APC UK (2003)
- E-Power/Current Concepts (2001)



MAGNETICS

Spin-offs Acquired:

- TE's Coil Wound Magnetics Business (2013)
- Insilco Passive Components Group (2003)
- Lucent Transformers & Inductor Group (1998)



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