



POWER | PROTECT | CONNECT

Benchmark Investor  
Conference  
Milwaukee  
June 2, 2016

(NASDAQ: BELFB)  
(NASDAQ: BELFA)

# Safe Harbor Statement

---

Except for historical information contained in this presentation, the matters discussed in this presentation (including the statements regarding the impact of the Company's expertise and products on customer purchasing decisions, anticipated growth in revenues, the accretive nature and projected cost savings associated with the Power Solutions and CS acquisitions and potential future growth for the Company's shareholders) are forward-looking statements that involve risks and uncertainties. Actual results could differ materially from Bel's projections. Among the factors that could cause actual results to differ materially from such statements are: the market concerns facing our customers; the continuing viability of sectors that rely on our products; the effects of business and economic conditions; difficulties associated with integrating recently acquired companies; capacity and supply constraints or difficulties; product development, commercialization or technological difficulties; the regulatory and trade environment; risks associated with foreign currencies; uncertainties associated with legal proceedings; the market's acceptance of the Company's new products and competitive responses to those new products; and the risk factors detailed from time to time in the Company's SEC reports. In light of the risks and uncertainties, there can be no assurance that any forward-looking statement will in fact prove to be correct. We undertake no obligation to update or revise any forward looking statements.

# About Bel

Bel (NASDAQ: BELFA/BELFB) designs, manufactures and markets a broad array of products that power, protect and connect electronic circuits since 1949. These products are primarily used in the networking, telecommunications, computing, military, aerospace, transportation and broadcasting industries.

## Total 2015 Sales of \$567M

### Power Solutions & Protection

\$215M in sales (38%)



### Connectivity Solutions

\$182M in sales (32%)



### Magnetic Solutions

\$170M in sales (30%)



# Investor Considerations

---

1

Global Sales, Design and Manufacturing Footprint

2

Diversified End Markets and Broad Customer Base

3

Successful Acquisition Integrations  
Resulting in Sales Growth and Cost Savings

4

Strong and Consistent Free Cash Flow

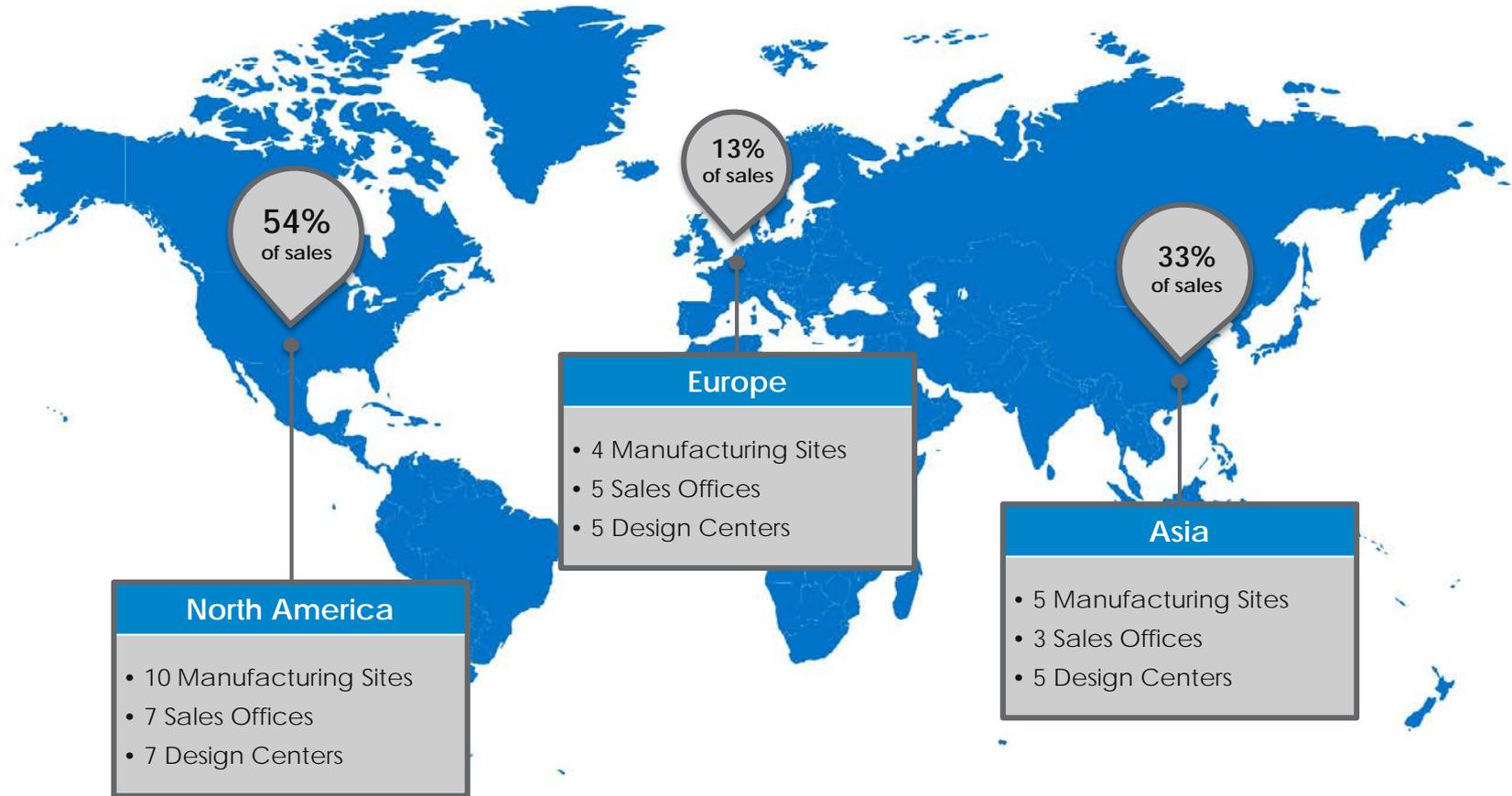
5

Lean Overhead Structure

6

Potential Revenue Growth Could Lead to  
Favorable Impact on Stock Price

# Global Presence



# Diverse End-Markets and Blue Chip Customer Base

Network & Storage 40%	Military & Aerospace 25%	Industrial 20%	Telecom 15%
			
<p><b>ORACLE®</b></p> <p><b>CISCO™</b></p> <p><b>facebook.</b></p> <p><b>Hewlett Packard Enterprise</b></p>	<p><b>BOEING</b></p> <p><b>LOCKHEED MARTIN</b></p> <p><b>Raytheon</b></p> <p><b>Rockwell Collins</b></p>	<p><b>ALSTOM</b></p> <p><b>BOMBARDIER</b></p> <p><b>Carrier</b> United Technologies</p> <p><b>PHILIPS</b></p>	<p><b>ADTRAN®</b></p> <p><b>ciena.</b></p> <p><b>ERICSSON</b></p> <p><b>NOKIA</b></p>

# Power Solutions & Protection

## Overview

- Acquired ABB's Power-One June 2014
- World-class offering of AC-DC and DC-DC power conversion products
- Market leader in Railway with Melcher™ brand products
- Complete Portfolio of Electronic Circuit Protection Products

Servers, Storage & Networking  
Industrial & Transportation  
Lighting, Consumer



LTM Revenue: **\$215M** | Percent of Total Revenue: **38%**

## Growth Drivers

- New Power Shelf & PSU solutions for Datacenter and Open Compute markets; Industry leading Platinum & Titanium Efficiency for the Internet of Everything
- New standard products offering in AC-DC and DC-DC
- Expanded offering for railway applications
- New series of fuses with improved electrical ratings and worldwide safety agency approvals for the lighting, consumer, data networking and automotive industries

BROCADE 



TESLA 

Seagate 

# Connectivity Solutions

## Overview

- Consolidation of Cinch with acquired Emerson business to form Cinch Connectivity Solutions in 2014
- World-Class RF Connector, Cable Assembly and Microwave Component supplier
- Market leader in Harsh Environment Fiber Optic and Expanded Beam Connectivity
- Largest supplier of Boeing approved Circular Connectors (BACC 63 and 45) for the aerospace industry

**Military, Commercial Aerospace, Data Communications and Industrial**



LTM Revenue: **\$182** | Percent of Total Revenue: **32%**

## Growth Drivers

- The recent acquisitions have resulted in greater opportunity for growth through the distribution channels
- Development and deployment of next generation High Speed Active Optical Transceivers
- Cross-Licensing with partner for innovative solutions in commercial aerospace
- Increasing demand and content within single aisle aircraft platforms...coupled with a coordinated After Market sales approach



# Magnetic Solutions

## Overview

- Acquired TE's Integrated Connector Module business April 2013
- Market leader in Integrated Connector Module products (MagJack®)
- Broad offering of Magnetics for communication, industrial and commercial applications
- Largest selection of IC reference designs

Computer, Network & Communication  
Industrial & Medical  
Consumer



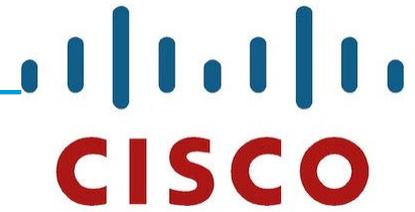
LTM Revenue: **\$170** | Percent of Total Revenue: **30%**

## Growth Drivers

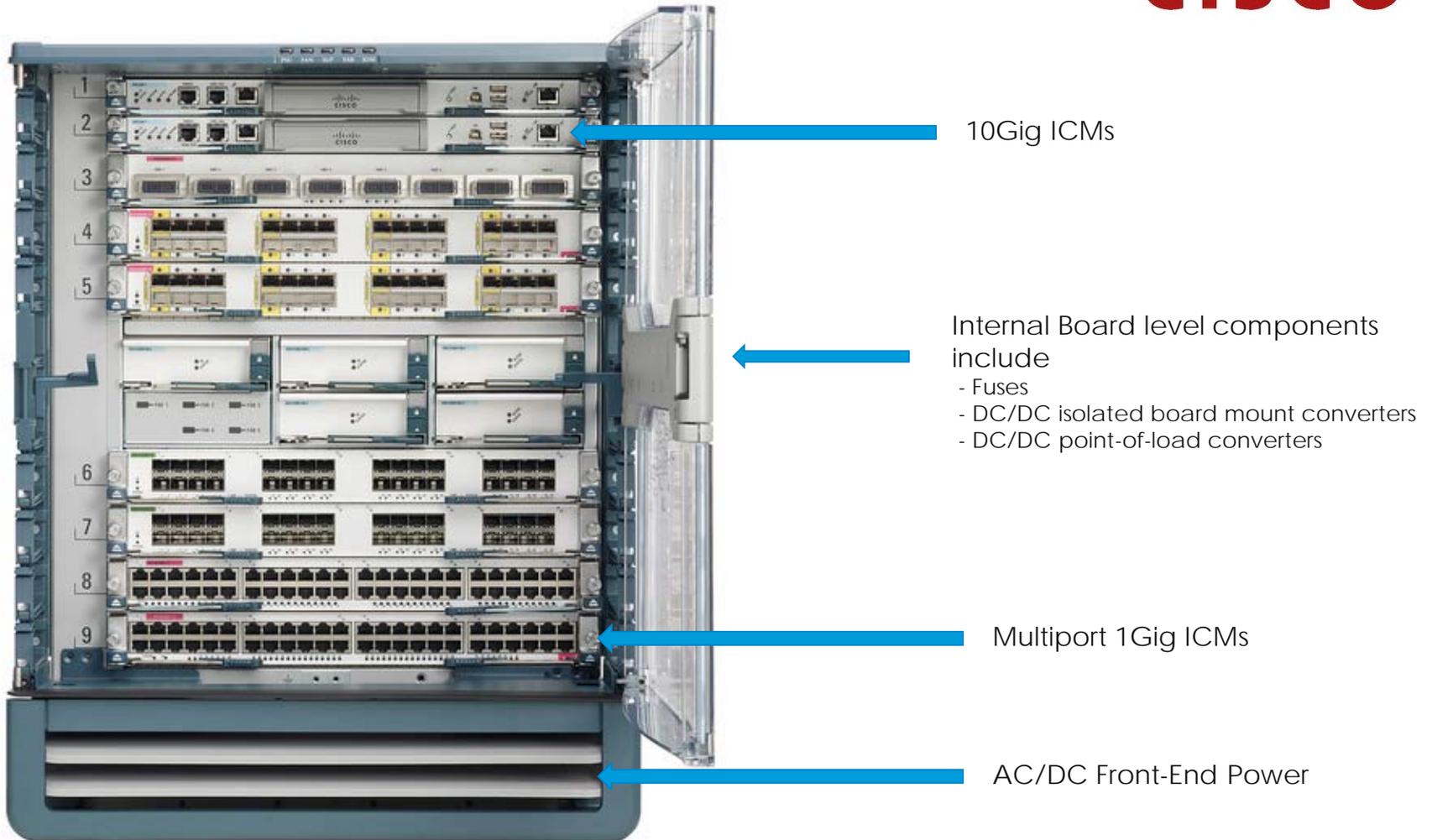
- Internet Protocol (IP) traffic growing at nearly 20% CAGR
- Developing next generation multi speed Connectivity; the only ICM manufacturer to effectively demonstrate 40 GBT feasibility within IEEE standards development
- Continued growth from shared designing with IC houses
- Extensive selection of 50/60 Hz Transformers, Switch Mode Transformers and SMD Power Inductors for Medical & Industrial applications



# Case Study #1 - Cisco



## Cisco Nexus 7000 Switch



\* Bel content \$496/unit, depending on configuration

# Case Study #2 – Boeing



\* Bel content \$50K per aircraft depending on configuration

# Competitors

	Power Solutions & Protection	Connectivity Solutions	Magnetic Solutions
Bel Sales 2015	<b>\$215M</b>	<b>\$182M</b>	<b>\$170M</b>
Delta	✓	✓	✓
TE Connectivity	✓	✓	✓
Molex		✓	✓
Pulse Electronics		✓	✓
Bussmann (EATON)	✓		✓
Amphenol		✓	
Littelfuse	✓		
Artesyn	✓		
GE	✓		
Murata	✓		

# Acquisitions

Acquired Company	Year	Products	Revenue	Purchase
Emerson Network Power Connectivity Solutions*	2014	Connectivity	\$78M	\$98M
ABB/Power-One Power Solutions*	2014	Power	\$194M	\$117M
TE's Coil Wound Magnetics Business*	2013	Magnetics	\$75M	\$22.4M
Array Connector	2013	Connectivity	\$10M	\$10M
GigaCom Interconnect	2012	Connectivity	\$2M	\$2.7M
Fibreco Limited	2012	Connectivity	\$7M	\$13.7M
Powerbox Italia S.R.I.	2012	Power	\$4M	\$3M
Safran/Cinch Connectors*	2010	Connectivity	\$52M	\$37.5M
Galaxy Power	2005	Power	\$18M	\$18M
Netwatch s.r.o	2005	Connectivity	\$2M	\$1.5M
Insilco Passive Components Group*	2003	Magnetics	\$70M	\$35M
APC UK	2003	Power	\$5M	\$5.5M
E-Power/Current Concepts	2001	Power	\$3M	\$6.2M
Lucent Transformers + Inductor Group*	1998	Magnetics	\$35M	\$30M

\*Corporate divestitures

Blue denotes > \$50M in revenue contribution

# Synergies Implemented (cumulative)

**Cost savings implemented from dates of acquisition through December 31, 2015 have helped us to preserve our margins in times of revenue contraction**

- Power Solutions: acquired in June 2014
- Connectivity Solutions: acquired in July/August 2014

*\$ in thousands*

Year	Power Solutions & Protection	Connectivity Solutions	Total <sup>(1)</sup>
Headcount reductions	\$6,500	\$4,700	\$11,200
Facility consolidations	500	2,600	3,100
Material cost savings	800	-	800
<b>TOTAL</b>	<b>\$7,800</b>	<b>\$7,300</b>	<b>\$15,100</b>

(1) Of the \$15.1M of cost savings implemented to-date, approx. \$3-4M will be incremental in 2016.



# Financial Overview

# Financial Summary-Snapshot

## Key Statistics *(as of 3/31/16)*

Stock Price	BELFA: \$13.65 BELFB: \$14.60
Market Cap	\$171.3M
Total Enterprise Value	\$264.2M
Exchange	NASDAQ

## Capitalization *(as of 3/31/16)*

Shares Outstanding	BELFA: 2,174,912 BELFB: 9,701,182
Total Debt	\$161.9M
Dividend Yield	BELFA: 1.8% BELFB: 1.9%

<i>(\$000, except % and per share info.)</i>	Q116	2015	2014 <sup>(1)</sup>	2013
Net Sales	121,182	567,080	487,076	349,189
Gross Margin %	19.0%	19.0%	17.9%	17.8%
EBITDA	(97,866) <sup>(2)</sup>	56,328	34,115	27,703
EBITDA Margin %	(80.8)% <sup>(2)</sup>	9.9%	7.0%	7.9%
Effective Tax Rate	4.4% <sup>(2)</sup>	25.4%	11.9%	-5.0%
Net (Loss) Income	(100,696) <sup>(2)</sup>	19,197	8,603	15,908
(Loss) Earnings Per Share <sup>(3)</sup>	\$(8.48) <sup>(2)</sup>	\$1.62	\$0.73	\$1.39

(1) Includes \$6.5 million in acquisition costs (in SG&A).

(2) Includes \$108.6 million of non-cash impairment of goodwill and other intangible assets. EBITDA without impairment was \$10.7M and EBITDA Margin was 8.8%. Excluding net earnings impact of goodwill impairment and other non-recurring items, net earnings was \$6.0 million and EPS was \$0.50 on a combined share basis. The effective tax rate excluding the impact of the goodwill impairment and other non-recurring items was approximately 21%

(3) Represents earnings per share on a combined basis for Class A and Class B.



# Balance Sheet Highlights

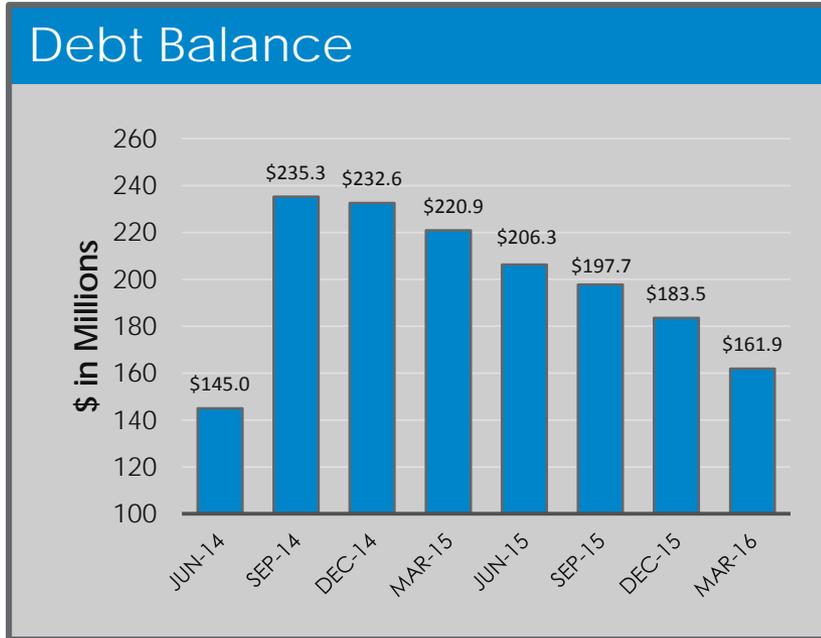
(\$000, except per share information)	3/31/16	12/31/15
Cash and Cash Equivalents	\$69,045	\$85,040
Total Current Assets	258,954	280,471
Total Assets	444,681 <sup>(1)</sup>	583,371
Current Liabilities (excl. current portion of LTD)	89,709	97,080
Total Debt	161,913	183,548
Stockholders' Equity	133,823	233,122
Working Capital	159,349	158,619
Current Ratio	2.6 to 1	2.3 to 1
Book Value per Share <sup>(2)</sup>	\$11.27	\$19.68
Dividend Yield <sup>(3)</sup>	1.9%	1.6%

(1) Decline in total assets from 12/31/15 primarily due to the non-cash impairment of goodwill and other intangible assets of \$108.6 million.

(2) Represents book value per share on a combined basis for Class A and Class B.

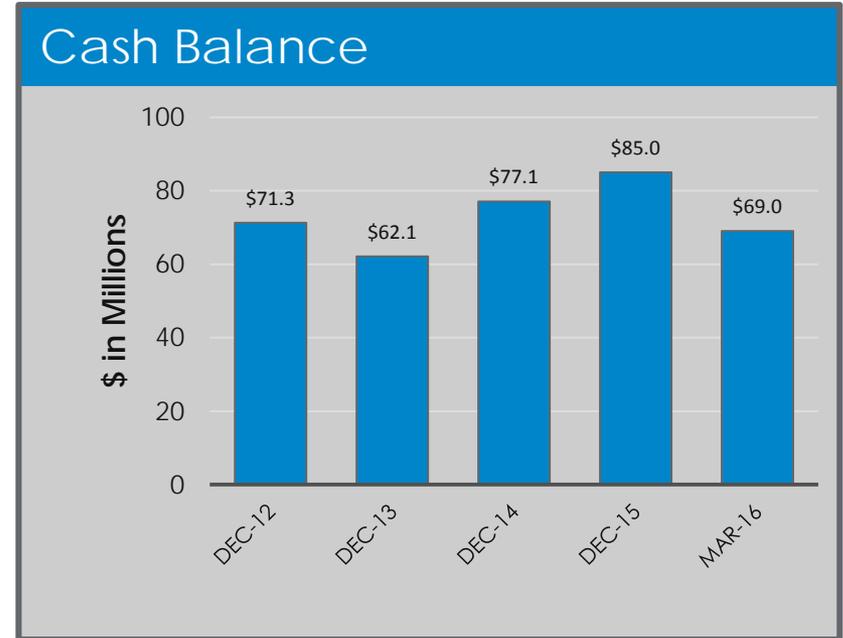
(3) Represents average dividend yield for Class A and Class B common stock.

# Debt & Liquidity



### Acquisitions Funded with Debt:

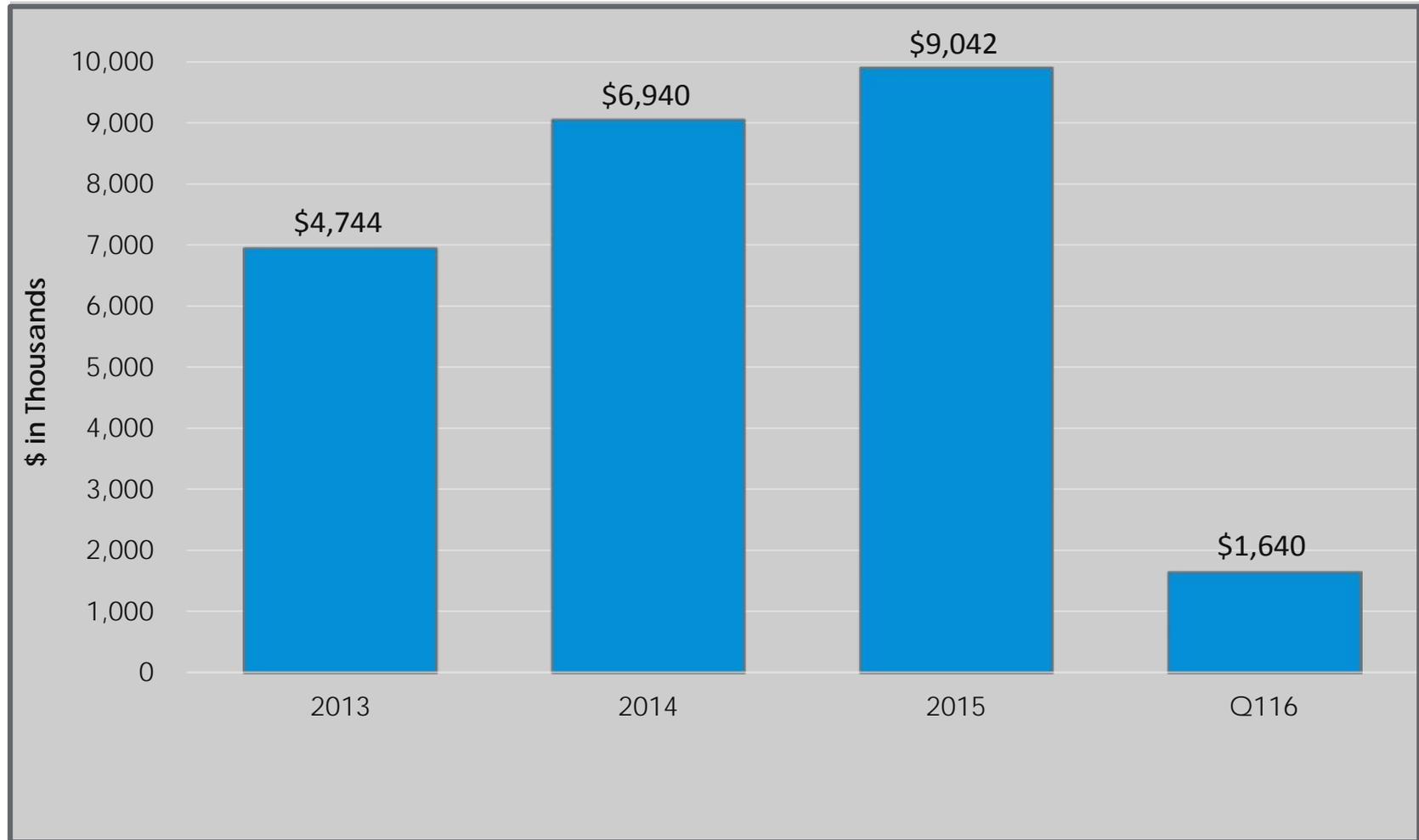
- Power Solutions – \$130.8M  
June 2014
- Connectivity Solutions - \$105.4M  
July/August 2014



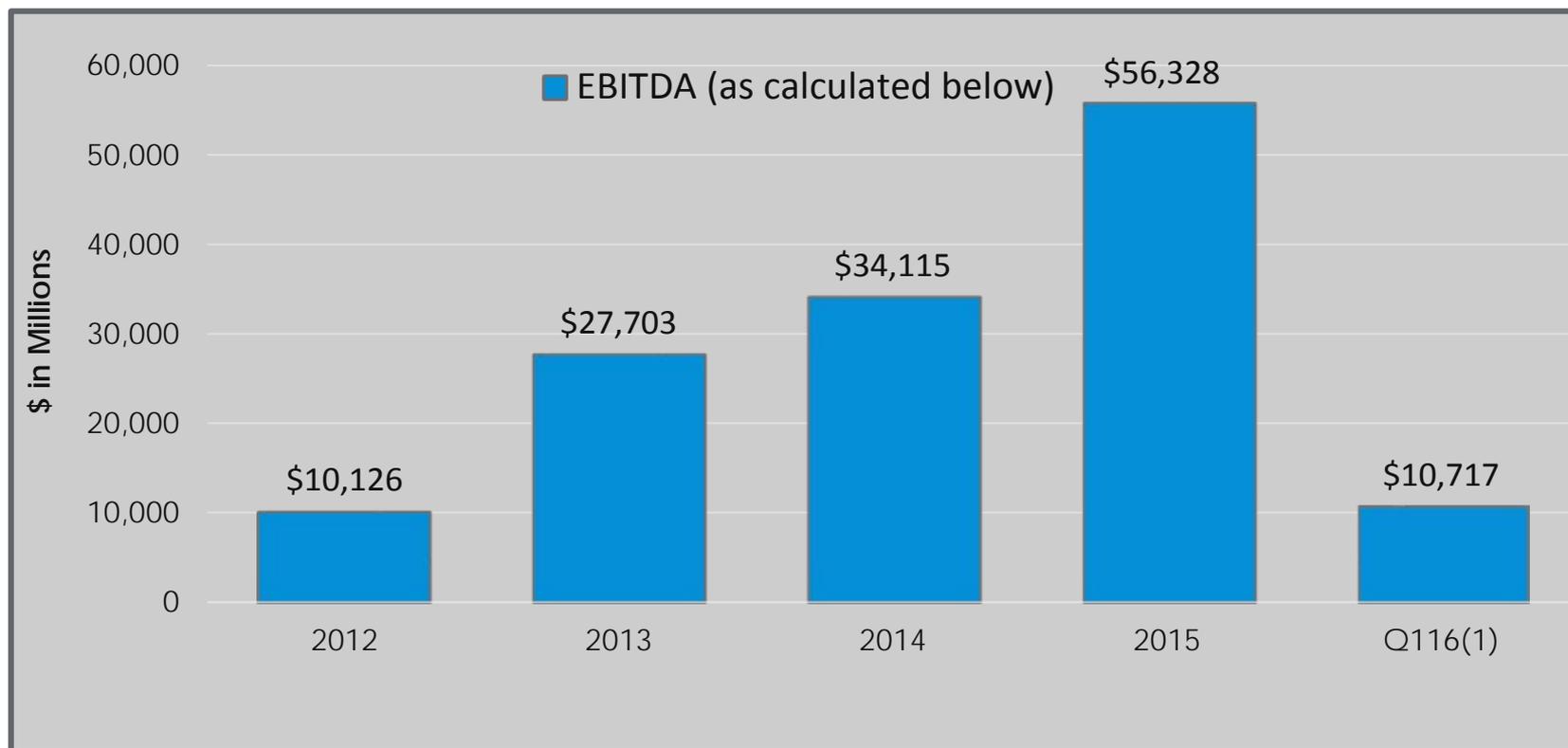
### Acquisitions Funded with Cash:

- 2012 – Fibreco, Gigacom, Powerbox (\$19M)
- 2013 – Array & TRP Connector (\$32M)

# Capital Expenditures



# Reconciliation of Net Earnings to EBITDA



(1) Q116 Excludes the impact of the non-cash goodwill and other intangible assets impairment of \$108.6 million.

<i>Actuals (as reported)</i>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>Q116</u>
Net earnings (loss)	\$ 2,373	\$ 15,908	\$ 8,603	\$ 19,197	\$ (100,696)
Interest expense	16	156	3,978	7,588	\$ 2,201
Income tax (benefit) provision	(1,376)	(743)	1,167	6,535	(4,872)
Depreciation and amortization	<u>9,113</u>	<u>12,382</u>	<u>20,367</u>	<u>23,008</u>	<u>5,501</u>
EBITDA	<u>\$ 10,126</u>	<u>\$ 27,703</u>	<u>\$ 34,115</u>	<u>\$ 56,328</u>	\$ (97,866)
Non-cash impairment charge					<u>108,583</u>
EBITDA excluding non-cash impairment charge					<u>\$ 10,717</u>

# Share Ownership

<b>Class A</b> <b>NASDAQ: BELFA</b>	2,174,962 shares outstanding
	18 institutions own ~ 1,026,989 shares
	Quarterly dividends \$0.06 per share
	23% held by insiders
<b>Class B</b> <b>NASDAQ: BELFB</b>	9,701,182 shares outstanding
	96 institutions own ~ 6,351,787 shares
	Quarterly dividends \$0.07 per share
	6% held by insiders

**Total Shares Combined = 11,865,614 shares O/S**

# Investor Considerations

## Consistent Long-Term Sales Growth

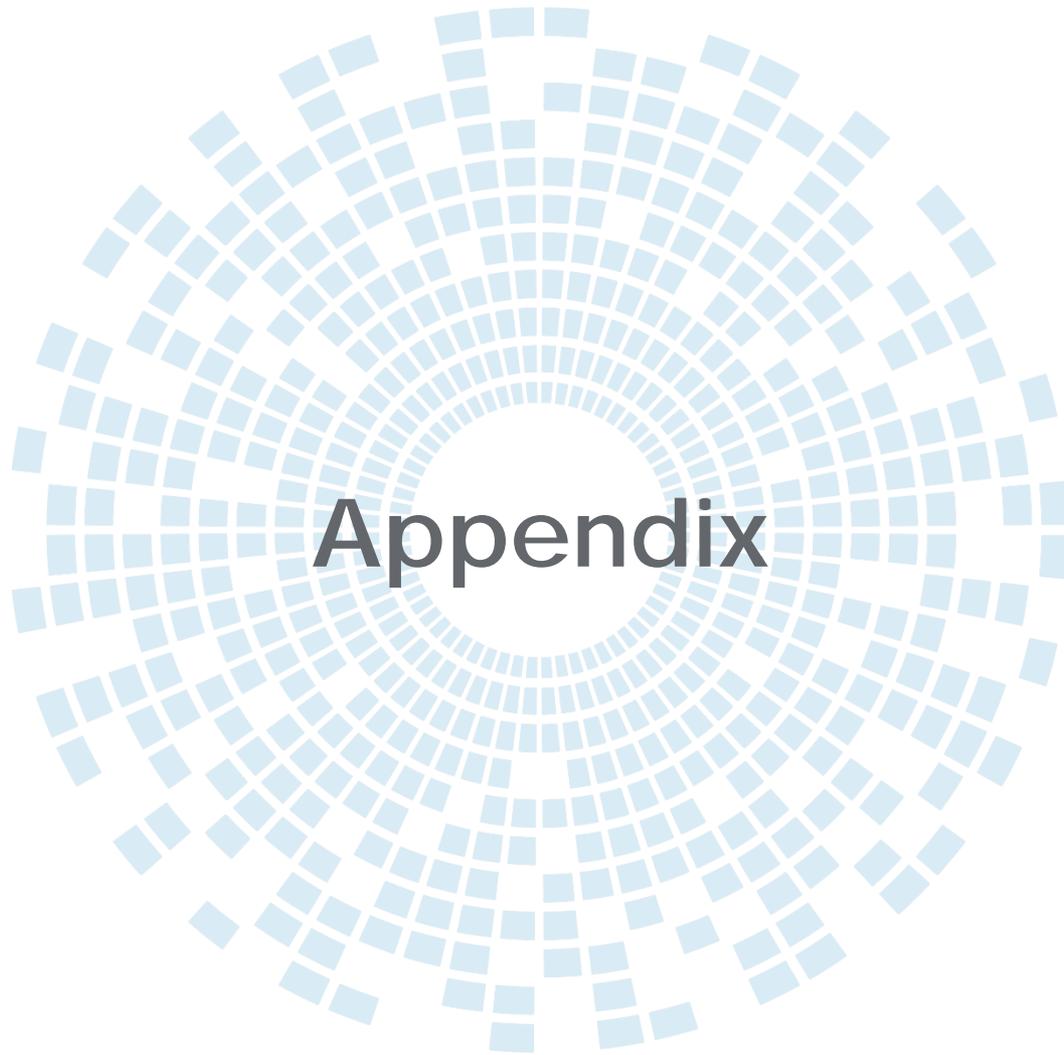
Year	Sales	Change
1980	\$10M	
1985	\$18M	80%
1990	\$36M	100%
1995	\$71M	97%
2000	\$145M	104%
2005	\$216M	49%
2010	\$303M	40%
2015	\$567M	87%

\* Bel has completed 14 acquisitions since 1990

# Summary

---

- ❖ **Bel's international, low-cost manufacturing footprint and global design centers are aligned with the geographic locations of its major customers.**
- ❖ **Diversified end markets allow Bel to be a one-stop supplier for its broad customer base and creates cross-selling opportunities.**
- ❖ **Completed 2014 Acquisitions (most recent, largest to date) in 18 months:**
  - Good standing with acquired customer base; positive results from factory audits
  - Integration efforts: restructured management and sales forces; completed 6 facility consolidations since Q4-2014
  - \$15M in cumulative synergies implemented (\$3-4M of which are incremental to 2016)
- ❖ **The business generates strong and consistent cash flow**
  - Paid off \$73M in debt since June 2014
  - Overall cash balance remained constant (\$69M at 3/31/16 vs \$88M at 6/30/14)
  - Gross Margin uptick in each of past three years and potential for further gains
  - \$56M in free cash flow generated in 2015 (Non-GAAP measure equal to cash flow from operating activities less capital expenditures)
  - Paying Dividend Yield of 1.9% on Class A and Class B shares
- ❖ **Current stock price at mid-point of 52-week range in weak business cycle**
  - Stock market reaction to general softness in market
  - Significant cost cutting initiatives and lean overhead structure leaves the Company well-positioned for bottom line growth when market rebounds



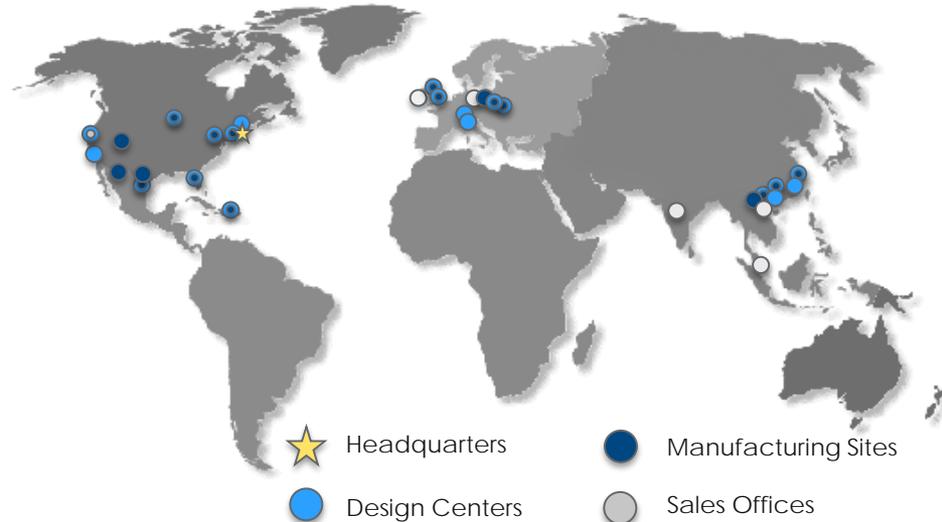
# Appendix

# Bel at a Glance

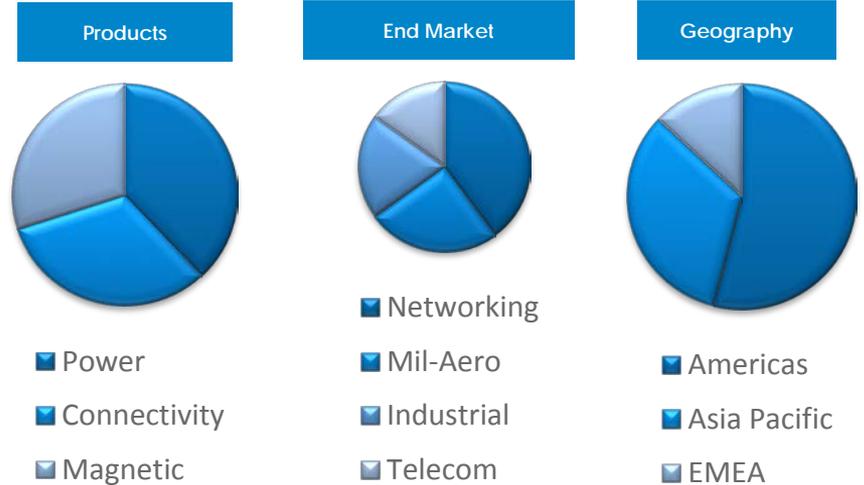
## Product Line Overview

Product lines	Markets served	Select product examples
Power Solutions and Protection	Servers, Storage & Networking Industrial & Transportation Lighting, Consumer	
Connectivity Solutions	Computer, Network & Communication Industrial & Medical Military & Aerospace, Oil & Gas	
Magnetic Solutions	Computer, Network & Communication Industrial & Medical Consumer	

## Global Footprint



## 2015 Revenue \$567M



## Select Customers



# Our Products

## Power Solutions & Protection

### Front Ends & Board-Mount Power



### Industrial



### Circuit Protection



## Connectivity Solutions

### Passive Connectors



### Connectors & Cable Assemblies



### RF Connectors /Microwave Components



## Magnetic Solutions

### Integrated Connector Modules



### Transformers



### Magnetics



# Investor Fact Sheet

## Company Overview

Bel designs, manufactures and markets a broad array of products that power, protect and connect electronic circuits. Bel's diverse product offerings are used in the networking, telecommunications, computing, military, aerospace, transportation, broadcasting, medical and consumer electronics markets. There are three distinct product groups:

**Power Solutions & Protection:** AC-DC power supplies, DC-DC converters and battery charging solutions. The DC-DC product offering consists of standard and custom isolated and non-isolated DC-DC converters designed specifically to power low voltage silicon devices or provide regulated mid-bus voltages. *(38% '15 net sales)*

**GROWTH DRIVERS:** New Power Shelf & PSU solutions for Datacenter and Open Compute Markets; Industry leading Platinum & Titanium Efficiency for the Internet of Things; New standard products offerings in AC-DC, DC-DC, and circuit protection; Expanded offerings and solutions for railway applications and battery charging.

**Magnetic Solutions:** Bel's Magnetics offers industry leading products; ICM products integrate RJ45 connectors with discrete magnetic components to provide a more robust part that allows customers to substantially reduce board space and inventory requirements. *(30% '15 net sales)*

**GROWTH DRIVERS:** Internet Protocol (IP) traffic growing at nearly 20% CAGR; Developing next generation multi-speed connectivity; the only ICM manufacturer to effectively demonstrate 40 GBT feasibility within IEEE standards development; Extensive selection of 50/60 Hz Transformers, Switch Mode Transformers and SMD Power Inductors for Medical & Industrial applications; Continued growth from shared designing with IC houses.

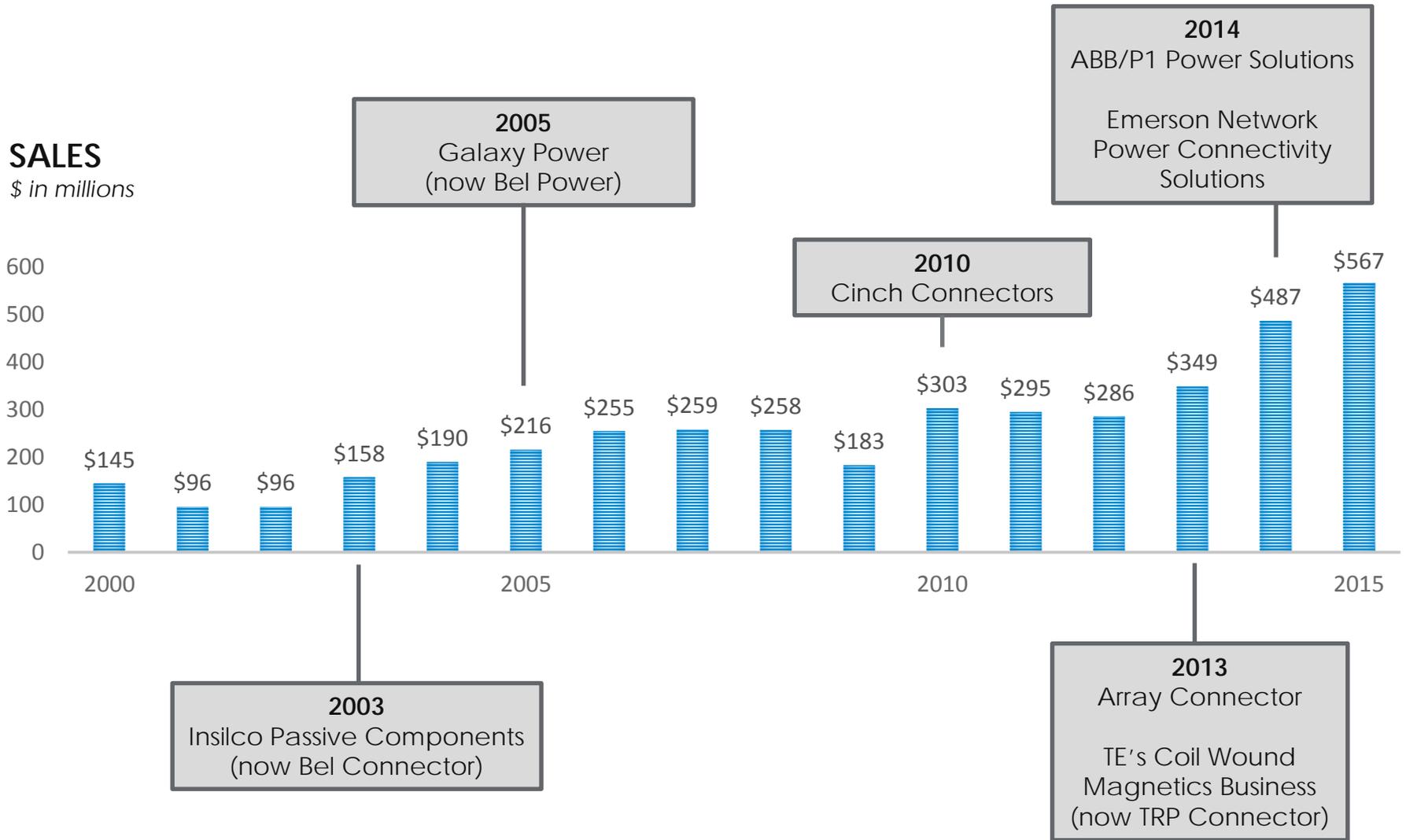
**Connectivity Solutions:** Bel offers a comprehensive line of high speed and harsh environment copper and optical fiber connectors and integrated assemblies, which provide connectivity for a wide range of applications across multiple industries including commercial aerospace, military communications, network infrastructure, structured building cabling and several industrial applications. *(32% '15 net sales)*

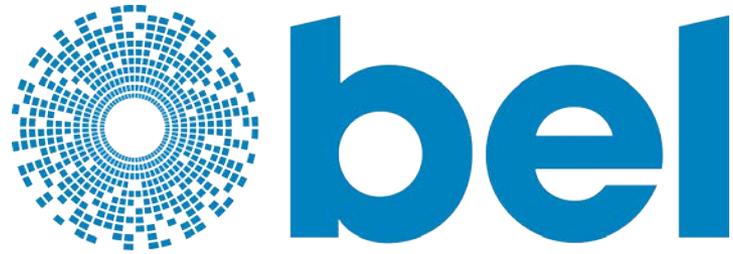
**GROWTH DRIVERS:** Greater distribution through recent acquisitions; Next generation High Speed Active Optical Transceivers; Cross-licensing through partner for innovative solutions in commercial aerospace; Increasing demand and content with single aircraft platforms.

## Select Financials

Nasdaq Ticker:	BELFB/A
Closing Price (5/13/16):	\$17.51
52-Week Range:	
High:	\$23.77
Low:	\$13.33
Shares O/S (Combined):	11.9 M
Shares FD (Combined):	11.9 M
Market Cap (5/13/16):	\$208.4 M
Enterprise Value (5/13/16):	\$301.2 M
FY '15 Revenue:	\$567.1 M
Cash (3/31/16):	\$69.0 M
Yield (Combined):	1.9%
Insider Ownership:	28%
Fiscal Year-end:	12/31
Book Value/Share: (combined A,B)	\$11.26
Research Coverage:	Stephens, Inc. Needham & Co.

# History of Growth Through Acquisition





POWER | PROTECT | CONNECT



a bel group



a bel group



a bel group



a bel group



a bel group



a bel group

## Investor Relations Contacts:

### Bel Fuse Inc.

Dan Bernstein, CEO

Colin Dunn, CFO

201-432-0463

### Darrow Associates, Inc.

Peter Seltzberg

516-419-9915

[pseltzberg@darrowir.com](mailto:pseltzberg@darrowir.com)