

The Bel family of products has provided innovative, application-specific solutions and unparalleled service to the electronics industry for more than 60 years, establishing Bel as the world's leader in power and integrated modules, circuit protection, magnetics and interconnect products.

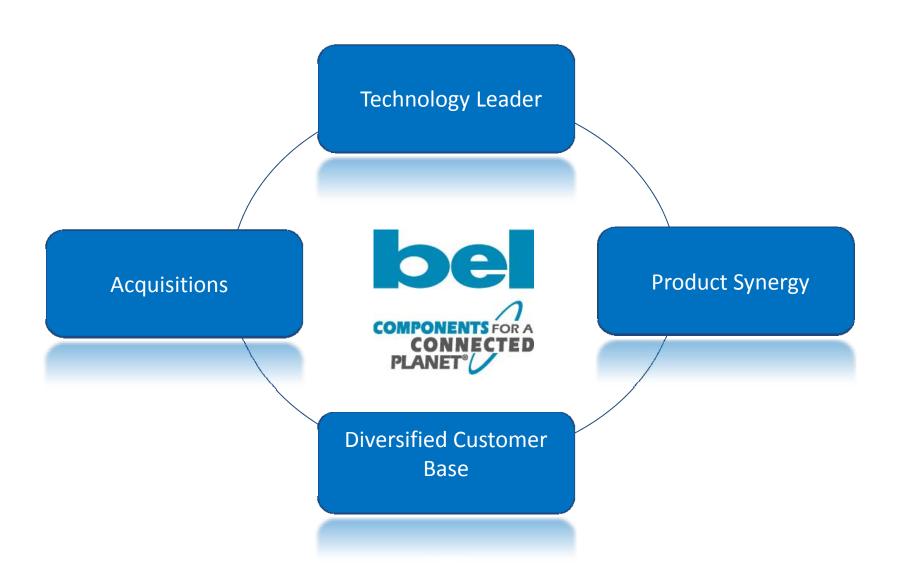
innovation in magnetics, circuit protection, modules, power conversion and interconnect technology

Houlihan Lokey Global Industrials Conference New York

May 10, 2012



## Why Bel?





## Bel Fuse Inc. Companies





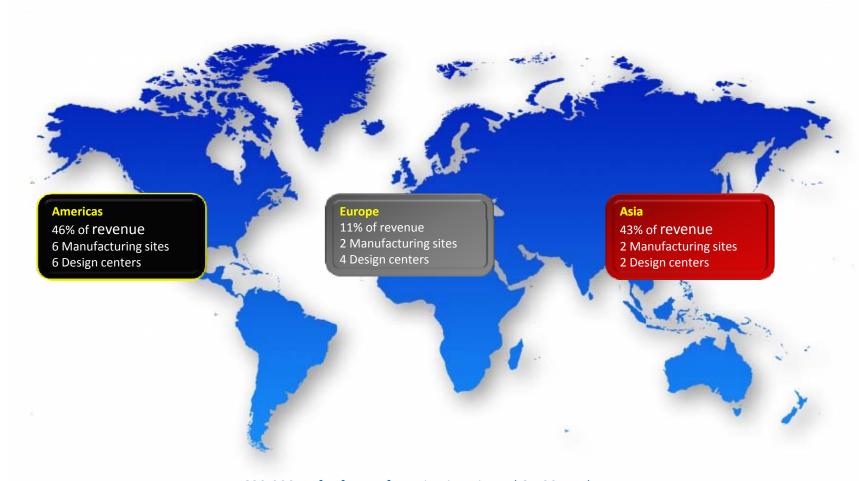








## **Global Footprint**



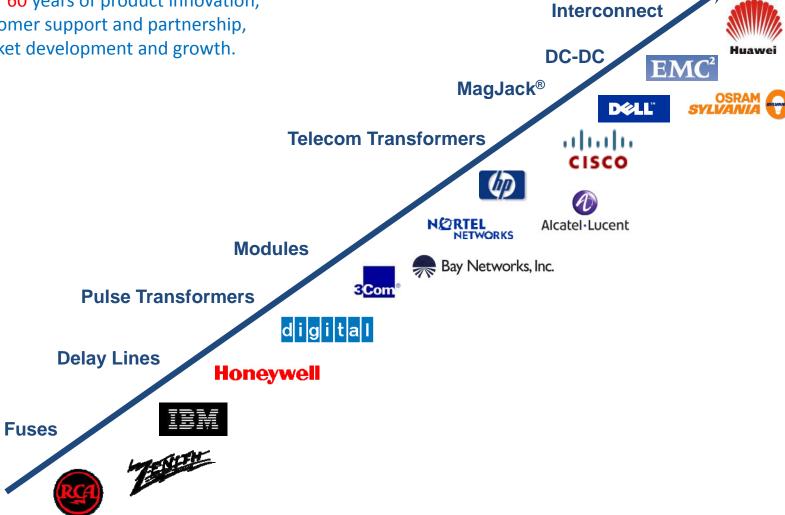
600,000 sq ft of manufacturing in Asia and 8,500 workers 230,000 sq ft of manufacturing in North America and Europe, and 1,200 employees

With capabilities of over 2 billion component placements, of winding over 600 million toroids and building over 500 million fuses



## **Strong Historical Presence**

Over 60 years of product innovation, customer support and partnership, market development and growth.





1949

2012

## **Technical Committee Involvement**

ISO/IEC	<ul> <li>International Standards Organization</li> <li>International Electrotechnical Commission</li> <li>ISO/IEC SC48B – electronic Equipment (connecting Hardware) – IEC SC32C – miniature fuses</li> <li>ISO/IEC JTC1 SC25 WG3 – Customer Premises Cabling – UL/CSA Std. 248 Fuse Committee</li> </ul>
TIA	Telecom Industry Association TR42 Committee – Connector Performance Testing
IEEE 802.3	<ul> <li>Carrier Sense Multiple Access with Collision Detection (CSMA/CD)</li> <li>Access Method and Physical Layer Specifications (PHY) 10Base-T, 100Base-T, 1000Base-T, 10 Gb/s         Ethernet and PHY Task Force</li> <li>Power over Ethernet (PoE) and PoE Plus (DTE Power Enhancements)</li> <li>Higher Speed Study Group (100 Gigabit Ethernet)</li> </ul>
PoETec	Power over Ethernet Technology Consortium was created to enhance the growth of the Power over Ethernet (PoE) marketplace
HomePNA® Alliance	Leading wired home networking technology for entertainment and triple play (voice/Video/Data) distribution over existing coax cables and phone wires
MoCA®	<ul> <li>Multimedia over Coax Alliance</li> <li>MoCA technology provides the backbone for the whole entertainment network of multiple wired and wireless products</li> </ul>
DOSA	Distributed-power Open Standards Alliance ensures future product compatibility and standardization within the increasingly fragmented power converter market



# **Semiconductor Partnership**

- Bel provided solutions for over 1200 ICs
- Technology leadership
  - Gigabit and 10 Gigabit Ethernet
  - Power over Ethernet (PoE) and PoE Plus
  - Powerline and MoCA®

Key IC Partners			
AMD	Infineon	National Semi	
Qualcomm	Intel	PMC Sierra	
Aquantia	Linear Tech	Solarflare	
Broadcom	Marvell	Texas Instruments	
Conexant	Maxim	PLX (Teranetics)	



## **Strategic Diversified OEM Customer Base**

### Serving large – Emerging Markets



Networking



**Telecom** 



Computing



Mil-Aero-Trans

#### Our customers are Global market leaders





























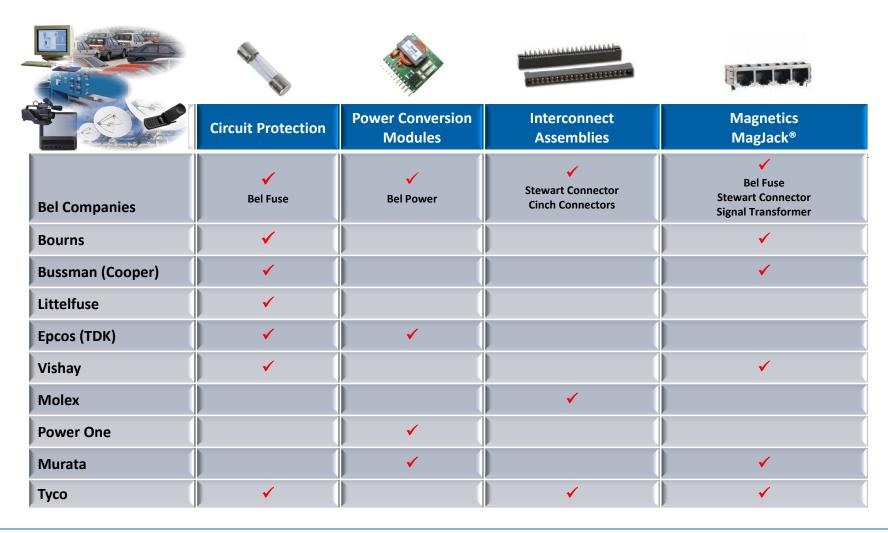






## **Synergistic Products**

- The only company offering a complete range of interconnect, circuit protection, and power conversion technologies
- Products to serve every market segment

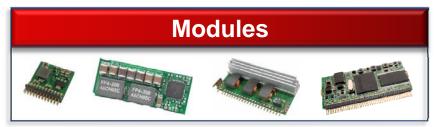




## **Bel Product Groups**

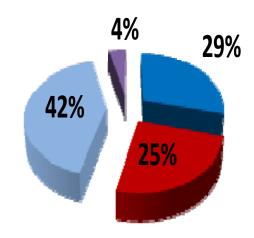
### Q1 2012











Magnetics29%Modules25%Interconnect42%Circuit Protection4%



10

## **Magnetics**

#### **Products**

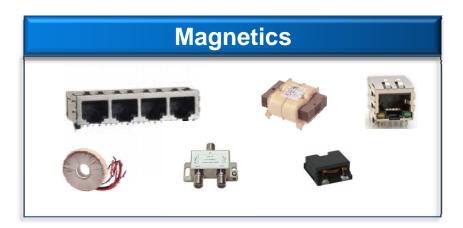
- Single port MagJack ® for computers and consumer products
- USB Combo MagJack ® for PCs and servers
- Multiport jacks for switches and routersLAN and Telecom Transformers
- Power Transformers and Inductors

#### **Competitive Advantages**

- # 1 Market Position in MagJack®
- # 2 Market Position in LAN/Telecom
- Leading Edge Designs
- Broadest of Product Offerings
- Collaborative relationship with semiconductor providers

#### **Supporting Acquisitions**

- Lucent Signal Transformer Business Unit 1998
- Stewart Connector / InNet 2003
- Signal Transformer 2003



#### 2012 Outlook

- Stable pricing on mature products
- Growth in Emerging PoEp and 10GBase-T
- Product line expansion into power inductors

- Networking, Telecom & Datacom
- Computer and Peripherals
- Consumer, Industrial, Medical, Automotive
- Hand Held Devices



### **Modules**

#### **Products**

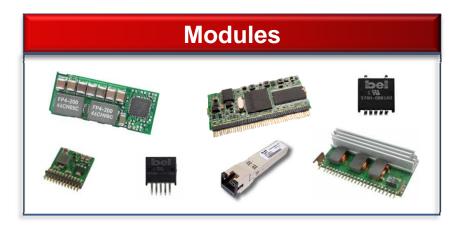
- Point-of-Load (PoL) Converters
- Isolated Converters
- Voltage Regulator Modules (VRMs)
- Power System Controllers
- Home Networking Modules
- Battery Back Up Units (BBUs) and smart charging solutions

#### **Competitive Advantages**

- Cost-Effective Manufacturing
- Cost-Effective Design
- Use of Programmable Devices
- Ability to Leverage Bel's broad manufacturing capabilities
- Engineering Expertise
- Custom and Bespoke module design capabilities

#### **Supporting Acquisitions**

- E-Power 2001
- Current Concepts 2001
- APC 2003
- Galaxy Power 2005



#### 2012 Outlook

- Continued growth in home networking technologies
- More demand for PoE sourcing power solutions
- Unique competitive advantages with power sequencer
- Growing Smart Grid and Energy Measurement technologies
- TAM > 800 million

- Networking, Telecom & Datacom
- Computer and Peripherals
- Consumer, Industrial, Medical, Automotive
- Small Miniature Hand Held Devices



### Interconnect

#### **Products**

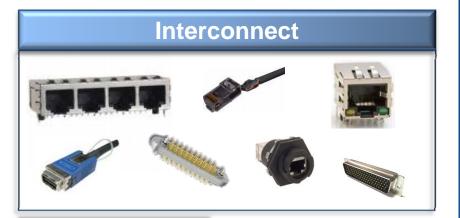
- High Speed Cable Assemblies Copper and Fiber, Infiniband and Ethernet
- Passive Jacks (RJ, Cylindrical-Omega®, Microminiature-Duracon®, etc.)
- RJ45 Plugs (shielded and unshielded)
- Custom Copper Cabling (commercial/aerospace/military apps)
- MagJack® Connectors
- Compression Interconnect CIN::APSE®

#### **Competitive Advantages**

- Market leader in integrated connectors
- Market leader in BACC 63 and 45 connectors
- Market leader in deployment of 10GBase-T connectors in multiple markets (networking, storage, premise wiring, etc.)
- Technical standards committee participation and collaboration with industry leaders
- Customized designs our willingness to change
- Global distribution network

#### **Supporting Acquisitions**

- Stewart Connector 2003
- NetWatch 2005
- Cinch Connectors 2010
- GigaCom Interconnect AB 2012



#### 2012 Outlook

- Continued growth in Emerging PoEp and 10GBase-T Networking and Premise Applications
- Increased demand in the Commercial Aerospace market
- Increased demand for custom cable products sold into Utility Management and Fuel Management applications
- Continued development of 10GBase-T multiport jacks, Next generation High Speed Cables (QSFP-FDR) and compression interconnect solutions
- Fiber Optics for commercial aerospace applications

- Networking, Telecom & Datacom
- Commercial Aerospace
- Military Defense Systems
- Computers and Peripherals
- Industrial, Process Control, Robotics
- High Performance Computing



### **Circuit Protection**

#### **Products**

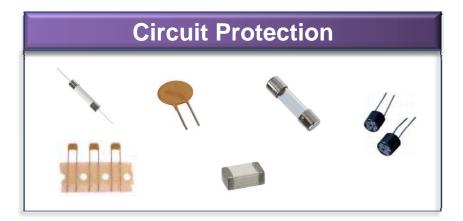
- PTC resettable fuses SMD and Radial through-hole designs
- Surface Mount Fuses Thick Film Chip and "Brick" styles
- Plastic Radial Designs 250V IEC and 277V UL
- Telecom (600V glass & SMD) and Ballast (350V glass) protection designs
- Standard Glass/Ceramic Cartridge & Pigtail Fuse Types

#### **Competitive Advantages**

- # 3 market position
- Wide variety of value-added options
- Cost efficient manufacturing processes
- Global distribution network

#### **Supporting Acquisitions**

None – Bel was founded on fuse technology



#### 2012 Outlook

- Increased demand for SMD versions of PTC resettable fuses
- Growth in small hand held devices using ultra miniature PTC re-settable fuses
- Expanding customer base
- Stable pricing on mature products
- TAM > 500 million

- Networking, Telecom & Datacom
- Computer and Peripherals
- Print / Plot / Copy applications
- Security, Fire Protection, Medical most emerging markets will require a means of circuit protection



# **Acquisitions**

• Increase earnings per share by . . .

1	Reducing operating expense as a % of revenue
2	Leveraging manufacturing capabilities and facilities
3	Expanding customer base to provide additional sales growth
4	Expanding product and technology base to allow further penetration of strategic customers



# **Acquisitions & Holdings**

Acquired Company	Year	Product	Revenue
Gigacom Interconnect	2012	fiber optic termini	N/A
Cinch Connectors	2010	Connectors / cables	\$52M
NetWatch s.r.o.	2005	Cabling	\$3M
Galaxy Power	2005	Power Conversion	\$18M
Insilco Passive Components Group	2003	Connectors / Magnetics	\$70M
APC UK	2003	Modules	\$5M
E-Power / Current Concepts	2001	Power Conversion	\$3M
Lucent	1998	Magnetics	\$35M

Previous Holdings	Year	Product	Position
Power One	2009	Power Supplies	9.9%
Toko, Inc.	2009	Components	8.6%
Artesyn Technologies	2006	Power Supplies	9.1%
Ault	2004	Power Supplies	8.1%
Pulse Engineering	1995	Magnetics	8.0%

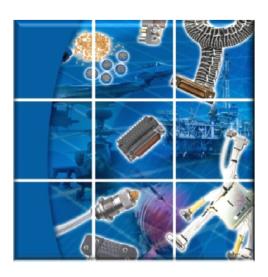


## **Cinch Connectors Acquisition**

### A world leader in interconnect

- Computer I/O
- Non computer I/O
- Barrier Blocks
- D-Sub Connectors
- Circular Connectors
- Coax Connectors
- High Speed Cable Assemblies
- Compression Interfaces
- Flex Interfacing





For over 95 years, Cinch has been a supplier of quality connector and interconnect products to the computer, telecom, aerospace military and transportation industries. We are a multi-national manufacturer with facilities in the US, Mexico and the UK supplying global customers.

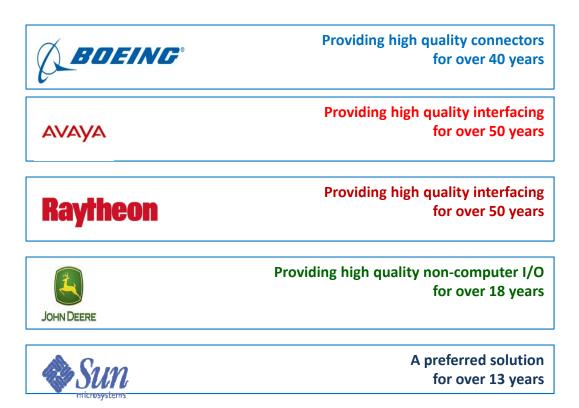




## **Strategic Partnerships**

In addition to Cinch's reputation for quality engineering and innovation, Cinch is recognized for its outstanding customer service and ability to quickly adapt to meet its customers' demanding needs. Cinch has manufacturing in the USA, Mexico and UK with a sales network throughout the world.

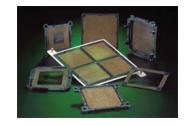














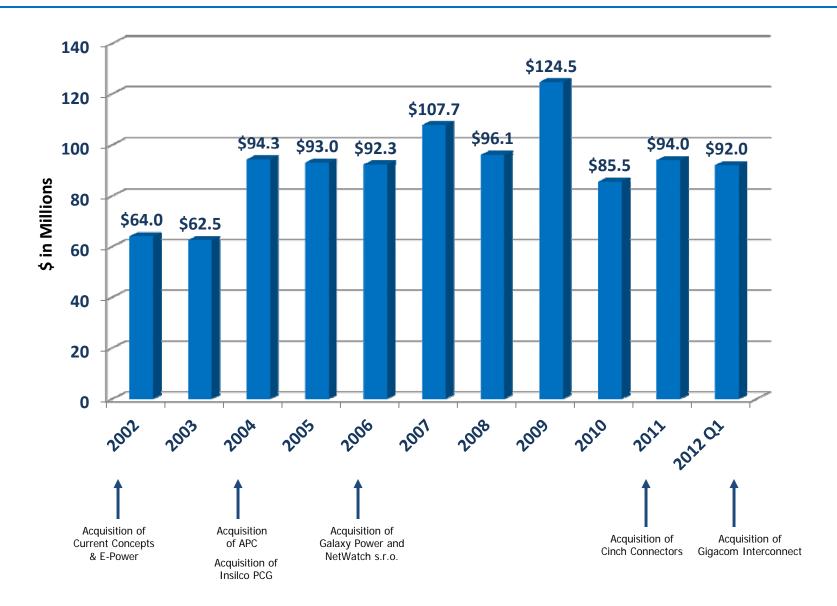






### **Cash & Marketable Securities**

### **March 2012**





## **Share Ownership**

## **April 2012**

Class A NASDAQ: BELFA	2,175,000 outstanding shares
	13 institutions own 1,352,00 shares
	Quarterly dividends \$0.06 per share
Class B NASDAQ: BELFB	9,639,000 outstanding shares
	77 institutions own 6,572,000 shares
	Quarterly dividends \$0.07 per share

- Total shareholders 2,700 (estimated), 15% held by insiders
- Insiders currently have approximately 35% of the vote
- Repurchased 160,000 Class A shares in 2007
- Repurchased 362,000 Class A shares in 2008
- Repurchased 6,000 Class A shares in 2009
- No shares repurchased since 2009



# **Current Company Financials**

### **March 2012**

Total Assets	\$279 Million
Total Debt	No interest bearing debt
Cash, Restricted Cash, and Marketable Securities	\$92 million
Working Capital	\$ 164 million
Current Assets-to-Liabilities Ratio	4.7 to 1
Book Value (Including Intangibles)	\$18.82 per share



# **Current Company Valuation** May 4, 2012

Market Cap.	\$ 222 Million
EPS – Diluted (ttm) Class A / Class B	\$0.14/\$0.17 After litigations charges of \$11.2 mill.
Trailing P/E Class A / Class B	159 / 148
Dividend (ttm) Class A / Class B	\$0.24 / 0.28
Trailing Dividend Yield Class A / Class B	1.3% / 1.6%



## Why Bel?

