FORM 10-Q
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended June 30, 1997
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from ............. to

Commission file number: 0-11676

BEL FUSE INC.
(Exact name of registrant as specified in its charter)

NEW JERSEY
(State or other jurisdiction of incorporation or organization)

## 22-1463699

(I.R.S. Employer Identification No.)

198 VAN VORST STREET JERSEY CITY, NEW JERSEY 07302
(Address of principal executive offices) (Zip Code)

201-432-0463
(Registrant's telephone number, including area code)
(Former name, former address and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes $X$ No
--
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

At August 1, 1997, there were 5,074,945 shares of Common Stock, $\$ .10$ par value, outstanding.
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## PART I. Financial Information

Item 1. Financial Statements

Certain information and footnote disclosures required under generally accepted accounting principles have been condensed or omitted from the following consolidated financial statements pursuant to the rules and regulations of the Securities and Exchange Commission. It is suggested that the following consolidated financial statements be read in conjunction with the year-end consolidated financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the year ended December 31, 1996.

The results of operations for the six month period ended June 30, 1997, are not necessarily indicative of the results to be expected for the entire fiscal year or for any other period.

## BEL FUSE INC. AND SUBSIDIARIES

## CONSOLIDATED BALANCE SHEETS

ASSETS

|  | $\begin{aligned} & \text { June 30, } \\ & 1997 \end{aligned}$ | $\begin{gathered} \text { December 31, } \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (unaudited) |  |
| Current Assets: |  |  |
| Cash and cash equivalents | \$20, 640, 328 | \$23,498,491 |
| Marketable securities | 3, 963, 220 | 2,981, 020 |
| Accounts receivable, less allowance for doubtful accounts of $\$ 195,000$ | 10,619,865 | 8,866,440 |
| Inventories | 10,562,175 | 8,411,540 |
| Prepaid expenses and other current assets | 719,030 | 479, 012 |
| Deferred income taxes | 101, 000 | 101, 000 |
| Total Current Assets | 46, 605, 618 | $44,337,503$ |
| Property, plant and equipment - net | 28,556,479 | 26, 321, 014 |
| Other assets | 798,420 | 955,491 |
| TOTAL ASSETS | \$75, 960, 517 | \$71, 614, 008 |

(Continued)
See notes to consolidated financial statements.

## BEL FUSE INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

LIABILITIES AND STOCKHOLDERS' EQUITY

|  | $\begin{gathered} \text { June } 30, \\ 1997 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1996 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (unaudited) |  |
| Current Liabilities: |  |  |
| Accounts payable | \$ 3, 002, 473 | \$ 3, 297, 825 |
| Accrued expenses | 4,821,505 | 3,846,626 |
| Income taxes payable | 333,320 | 320,460 |
| Total Current Liabilities | 8,157,298 | 7,464,911 |
| Deferred income taxes | 912,000 | 750, 000 |
| Total Liabilities | 9, 069, 298 | 8, 214,911 |
| Stockholders' Equity: |  |  |
| Preferred stock, no par value authorized 1,000,000 shares; none issued | -- | -- |
| Common stock, par value $\$ .10$ per <br> share - authorized 10,000,000 <br> shares; outstanding 5,074,945 and 5,070,820 shares | 507,495 | 507, 082 |
| Additional paid-in capital | 7,012,612 | 6,978,900 |
| Retained earnings | 59,363,457 | 55,920,836 |
| Cumulative currency translation adjustment | 7,655 | $(7,721)$ |
| Total Stockholders' Equity | 66,891, 219 | 63, 399, 097 |
| TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY | \$75, 960, 517 | \$71, 614, 008 |

See notes to consolidated financial statements.

## BEL FUSE INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF OPERATIONS (unaudited)

|  | Six Months Ended June 30, |  | Three Months Ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1997 | 1996 | 1997 | 1996 |
| Sales | \$34, 710, 894 | \$33, 405, 932 | \$18, 748, 690 | \$16, 143, 604 |
| Costs and Expenses: |  |  |  |  |
| Cost of sales | 24,478, 017 | 23, 363,494 | 13,107,902 | 11, 323, 144 |
| Selling, general and administrative expenses | 6,503,284 | 5,699,664 | 3,408,975 | 2,905,373 |
|  | 30, 981, 301 | 29, 063,158 | 16,516,877 | 14,228,517 |
| Income from operations | 3,729,593 | 4,342,774 | 2,231,813 | 1,915,087 |
| Other income - net | 682, 028 | 1,453,628 | 341,949 | 1,287,406 |
| Interest (expense) | -- | 1,220 | -- | 1,220 |
| Earnings before income taxes | 4,411, 621 | 5,795,182 | 2,573,762 | 3,201,273 |
| Income tax provision | 969, 000 | 1,376,000 | 441, 000 | 1,015,000 |
| Net earnings | \$ 3, 442, 621 | \$ 4, 419, 182 | \$ 2, 132, 762 | \$ 2,186,273 |

Earnings per common share

Weighted average number of common shares outstanding

$$
5,072,919 \quad 5,051,857
$$

\$. 68
$\$ .87$
====
===
$\$ .42$
$\$ .43$
,
5, 073, 736
5, 061, 919
========
$=======$

See notes to consolidated financial statements.

## BEL FUSE INC. AND SUBSIDIARIES <br> CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)

|  |  | Ended |
| :---: | :---: | :---: |
|  | 1997 | 1996 |
| Cash flows from operating activities: Net income | \$ 3,442, 621 | \$ 4,419,182 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation and amortization | 1,630, 050 | 1,419,396 |
| Deferred income taxes | 162,000 | $(325,000)$ |
| Tax effect on non-qualifying disposition of stock options | 7,000 | 42,000 |
| Net (gain) on sale of marketable securities | - - | $(1,152,237)$ |
| Changes in operating assets and liabilities | $(3,375,201)$ | 1,244,712 |
| Net Cash Provided by Operating Activities | 1,866,470 | 5,648, 053 |
| Cash flows from investing activities: |  |  |
| Purchase of property, plant and equipment | $(3,855,172)$ | $(1,072,633)$ |
| Purchase of marketable securities | $(3,962,825)$ | $(1,023,641)$ |
| Proceeds from sale of marketable securities | 2,982,450 | 5,683,465 |
| Proceeds from repayment by contractor | 83,789 | 39,500 |
| Net Cash (used in) provided by Investing Activities | $(4,751,758)$ | 3,626,691 |
| Cash flows from financing activities: Proceeds from exercise of stock options | 27,125 | 122,562 |
| Net (Decrease) Increase in Cash | $(2,858,163)$ | 9,397,306 |
| Cash and Cash Equivalents beginning of period | 23,498,491 | 8,343,925 |
| Cash and Cash Equivalents end of period | \$20, 640, 328 | \$17, 741, 231 |

(Continued) See notes to consolidated financial statements.

```
    BEL FUSE INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CASH FLOWS
    (Continued)
    (unaudited)
```

Six Months Ended
June 30，

1997
1996

Changes in operating assets and liabilities consist of：
（Increase）decrease in accounts receivable
（Increase）decrease in inventories （Increase）in prepaid expenses and other current assets
$(1,753,425)$
\＄1，111， 774
$(2,150,635)$
1，282，854
$(323,807)$
$(407,379)$
Decrease in other assets （Decrease）in accounts payable Increase in accrued expenses $(295,352)$
988，430
Increase in income taxes payable
12，860
$(1,571,950)$
257， 887
497，031
$\$(3,375,201)$
\＄1，244，712
＝＝＝＝＝＝＝＝＝＝＝
ニニニニニニニニニニ＝

Supplementary information：
Cash paid during the period for
Interest

Income taxes

> \$ $\quad--$ $==========$ \$ 787,941
\＄1，220
＝＝＝＝＝＝＝＝＝＝
\＄778，775
＝＝＝＝＝＝＝＝＝＝

Supplemental disclosures of non－cash activities：

Unrealized gains on marketable securities
\＄
\＄$(457,600)$

See notes to consolidated financial statements．

BEL FUSE INC. AND SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (unaudited)

1. The consolidated balance sheet as of June 30, 1997, and the consolidated statements of operations and cash flows for the periods presented herein have been prepared by the Company and are unaudited. In the opinion of management, all adjustments (consisting solely of normal recurring adjustments) necessary to present fairly the financial position, results of operations and cash flows for all periods presented have been made. Certain items in the June 30, 1996 financial statements have been reclassified to conform to June 30, 1997 classifications. The information for December 31, 1996 was derived from audited financial statements.
2. Earnings Per Share - Earnings per common share are computed using the weighted average number of common shares outstanding during the period. The dilutive effect of outstanding options at June 30, 1997 and 1996 was not material.
3. Inventories consist of the following:

| June 30, 1997 | December 31, 19 |
| :---: | :---: |
| \$ 6,878,294 | \$ 5, 718, 079 |
| 66,475 | 89,660 |
| 3,617,406 | 2,603,801 |
| \$10,562,175 | \$ 8,411,540 |

4. Property, plant and equipment consists of the following:

|  | June 30, 1997 | December 31, 1996 |
| :---: | :---: | :---: |
| Land | \$ 1, 165, 821 | \$ 835,218 |
| Buildings and improvements | 13,963,648 | 13,510,703 |
| Machinery and equipment | 35, 927, 627 | 32,856,003 |
| Idle property held for sale | 935,000 | 935,000 |
|  | 51,992,096 | 48,136,924 |
| Less accumulated depreciation and amortization | 23,435,617 | 21,815,910 |
| Net property, plant and equipment | \$28,556,479 | \$26,321, 014 |

## 5. Recent Accounting Pronouncements

In February 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 128, "Earnings Per Share", which establishes new standards for computing and presenting net income per share and replaces the standards previously found in Accounting Principles Board Opinion No. 15, "Earnings Per Share". The Company will begin reporting net income per share according to this new standard in its 1997 annual report on Form 10-K. The Company does not expect the implementation of SFAS No. 128 to have a material effect on the Company's computation of earnings per share.

In June 1997, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 130, "Reporting Comprehensive Income", ("SFAS 130") and No. 131 "Disclosure about Segments of an Enterprise and Related Information", ("SFAS 131"). SFAS 130 establishes standards for reporting the display of comprehensive income and its components in a full set of general-purpose financial statements. This Statement requires that an enterprise (a) classify items of other comprehensive income by their nature in a financial statement and (b) display the accumulated balance of other comprehensive income separately from retained earnings and additional paid-in capital in the equity section of a statement of financial position.

SFAS 131 establishes standards for the way that public business enterprises report information about operating segments in annual financial statements and requires that those enterprises report selected information about operating segments in interim financial reports issued to shareholders. It also establishes standards for related disclosures about products and services, geographic areas, and major customers.

Both of these statements are effective for fiscal periods beginning after December 15, 1997. The Company has not yet determined the impact, if any, of adopting these standards.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

## Results of Operations

The following table sets forth, for the periods indicated, the percentage relationship to net sales of certain items included in the Company's consolidated statements of operations.


The following table sets forth, for the periods indicated, the percentage increase (decrease) of items included in the Company's consolidated statements of operations.

Net sales
Cost of sales
Selling, general and administrative expenses
Other income - net
Earnings before income tax provision Income tax provision Net earnings

Increase (Decrease) from Prior Period
Six Months Ended Three Months Ended

$$
\text { June 30, } 1997
$$

compared with 1996
$\begin{array}{ll}3.9 \% & 16.1 \% \\ 4.8 & 15.8\end{array}$
$14.1 \quad 17.3$
(53.1)
(23.9)
(73.4)
(19.6)
(56.6)
(2.5)

Sales
Net sales increased $3.9 \%$ from $\$ 33,405,932$ during the first six months of 1996 to $\$ 34,710,894$ during the first six months of 1997 . The Company attributes this increase primarily to sales growth in magnetic components for network and fuse products offset, in part, by reduced sales of customer-specific value-added circuits and assemblies. Sales growth consisted of growth in unit sales.

Cost of Sales
Cost of sales as a percentage of net sales increased . $6 \%$ to $70.5 \%$ during the first six months of 1997 from $69.9 \%$ during the first six months of 1996. The increase in the cost of sales percentage is primarily attributable to increases in direct labor due to the current sales mix which has higher direct labor associated with it offset, in part, by lower material content associated with the current sales mix.

Selling, General and Administrative Expenses
The percentage relationship of selling, general and administrative expenses to net sales increased from 17.1\% for the first six months of 1996 to $18.7 \%$ for the first six months of 1997. The Company attributes the increase primarily to increases in sales salaries and sales related expenses. Selling, general and administrative expenses increased in dollar amount by $14.1 \%$. The Company attributes the increase in dollar amount of such expenses primarily to increases in sales salaries and sales related expenses.

## Other Income and Expenses

Other income, consisting of net realized gains on the sale of marketable securities, interest and dividends earned on marketable securities and on cash equivalents, decreased by approximately $\$ 771,600$ from the first six months of 1996 to the first six months of 1997. The decrease is primarily due to the gain on the sale of 112,485 shares of Technitrol, Inc. common stock during the first six months of 1996 offset in part by higher earnings on invested funds due to higher average balances in 1997 compared to 1996.

## Provision for Income Taxes

The provision for income taxes for the first six months of 1996 was $\$ 1,376,000$ as compared to $\$ 969,000$ for the first six months of 1997. This decrease is due primarily to higher pretax earnings for the first six months of 1996 versus 1997 (including the gain on the sale of Technitrol, Inc. common stock during the second quarter of 1996) offset in part by higher United States pretax earnings during the first six months of 1997.

The Company's effective tax rate has been lower than the statutory United States corporate rate primarily as a result of the lower tax rates in Hong Kong and Macau.

Sales
Sales increased $16.1 \%$ to $\$ 18,748,690$ during the second quarter of 1997 from $\$ 16,143,604$ during the second quarter of 1996. The Company attributes the increase primarily to the reason set forth in the six month analysis.

Cost of Sales
Cost of sales as a percentage of net sales remained relatively constant during the second quarter of 1997 as compared to 1996.

Selling, General and Administrative Expenses
The percentage relationship of selling, general and administrative expenses to net sales remained relatively constant during the second quarter of 1997 as compared to 1996. Selling, general and administrative expenses increased in dollar amount by 17.3\%. The Company attributes the increase in dollar amount to the reasons set forth in the six month analysis.

## Other Income and Expense

Other income decreased for the second quarter of 1997 compared to the second quarter of 1996 due to those reasons set forth in the six month analysis.

## Provision for Income Taxes

The provision for income taxes decreased to $\$ 441,000$ for the second quarter of 1997 from $\$ 1,015,000$ for the second quarter of 1996 primarily for those reasons set forth in the six month analysis.

## Liquidity and Capital Resources

Historically, the Company has financed its capital expenditures through cash flows from operating activities. Management believes that the cash flow from operations, combined with its existing capital base and the Company's available lines of credit, will be sufficient to fund its operations for the near term. This statement represents a forward-looking statement. Actual results could differ materially from such statement if the Company experiences substantial unanticipated cash requirements.

The Company has lines of credit, all of which were unused at June 30, 1997, in the aggregate amount of $\$ 7.0$ million, of which $\$ 5.0$ million is from domestic banks and $\$ 2.0$ million is from foreign banks.

During the first six months of 1997, the Company's cash and cash equivalents decreased by $\$ 2.9$ million, reflecting $\$ 4.0$ million in purchases of marketable securities and $\$ 3.9$ million in purchases of plant and equipment, offset in part by $\$ 1.9$ million provided by operating activities and $\$ 3.0$ million from the sale of marketable securities.

The Company has historically followed a policy of reinvesting the earnings of foreign subsidiaries in the Far East. If the unrepatriated funds were distributed to the parent corporation, such funds would be subject to United States federal income taxes. No funds were repatriated during the first six months of 1997 or 1996.

Cash, accounts receivable and marketable securities comprised approximately $46.4 \%$ and $49.3 \%$ of the Company's total assets at June 30, 1997 and December 31, 1996, respectively. The Company's current ratio (i.e., the ratio of current assets to current liabilities) was 5.7 to 1 and 5.9 to 1 at June 30, 1997 and December 31, 1996, respectively.

This report contains forward-looking statements that involve substantial risks and uncertainties. The Company's actual results could differ materially from those discussed herein. Factors that could cause or contribute to such differences include, but are not limited to, those discussed in the "Business", "Management's Discussion and Analysis of Financial Condition and Results of Operations", and "Risks and Uncertainties" captions in the Company's Form 10-K for the year ended December 31, 1996.

Item 1. Legal Proceedings

See Item 3 of the Company's Form $10-\mathrm{K}$ for the year ended December 31, 1996.

Item 4. Submission of Matters to a Vote of Security Holders

The Company's annual meeting of security holders was held on May 29, 1997. At the meeting the Board's nominees were elected to the Board of Directors for a term of three years. The votes were cast as follows:

|  | For | Withheld |
| :--- | :---: | :---: |
| Howard Bernstein | $4,355,604$ | $-\ldots . .-$ |
| John Tweedy | $4,358,929$ | 19,835 |
|  |  |  |

There were -0- abstentions and -0- broker non-votes.

Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits: Exhibit 27.1 Financial Data Schedule.
(b) There were no Current Reports on Form 8-K filed by the registrant during the quarter ended June 30, 1997.

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 thereunto duly authorized.

BEL FUSE INC.

By: /s/ DANIEL BERNSTEIN
Daniel Bernstein, President
(Principal Financial and Accounting Officer)

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM BEL FUSE INC. AND SUBSIDIARIES FINANCIAL STATEMENTS AT JUNE 30, 1997 AND THE SIX MONTHS THEN ENDED AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

$$
\begin{aligned}
& 1 \\
& \text { 6-MOS } \\
& \text { DEC-31-1997 } \\
& \text { JUN-30-1997 } \\
& \text { 20, 648, } 328 \\
& \text { 3, 963, } 220 \\
& \text { 10, 814, } 865 \\
& \text { 195, } 000 \\
& \text { 10,562,175 } \\
& \text { 46, 605, } 618 \\
& \text { 51, 992, } 096 \\
& \text { 23,435, } 617 \\
& \text { 75, 960,517 } \\
& \text { 8, 157, } 298 \\
& 0 \\
& 0 \\
& 0 \\
& \text { 507,495 } \\
& 66,383,724 \\
& 75,960,517 \\
& \text { 34, 710, } 894 \\
& \text { 34,710, } 894 \\
& 24,478,017 \\
& \text { 30, 981, } 301 \\
& 0 \\
& 0 \\
& \text { 4, 411, 621 } \\
& \text { 969, } 000 \\
& \text { 3,442,621 } \\
& 0^{0} \\
& 0 \\
& 0 \\
& \text { 3,442,621 } \\
& .68 \\
& 0
\end{aligned}
$$

