



POWER | PROTECT | CONNECT

ITG's Midwest Management Access Day
August 17, 2016

(NASDAQ: BELFB)
(NASDAQ: BELFA)

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 2015 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 2015 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.

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

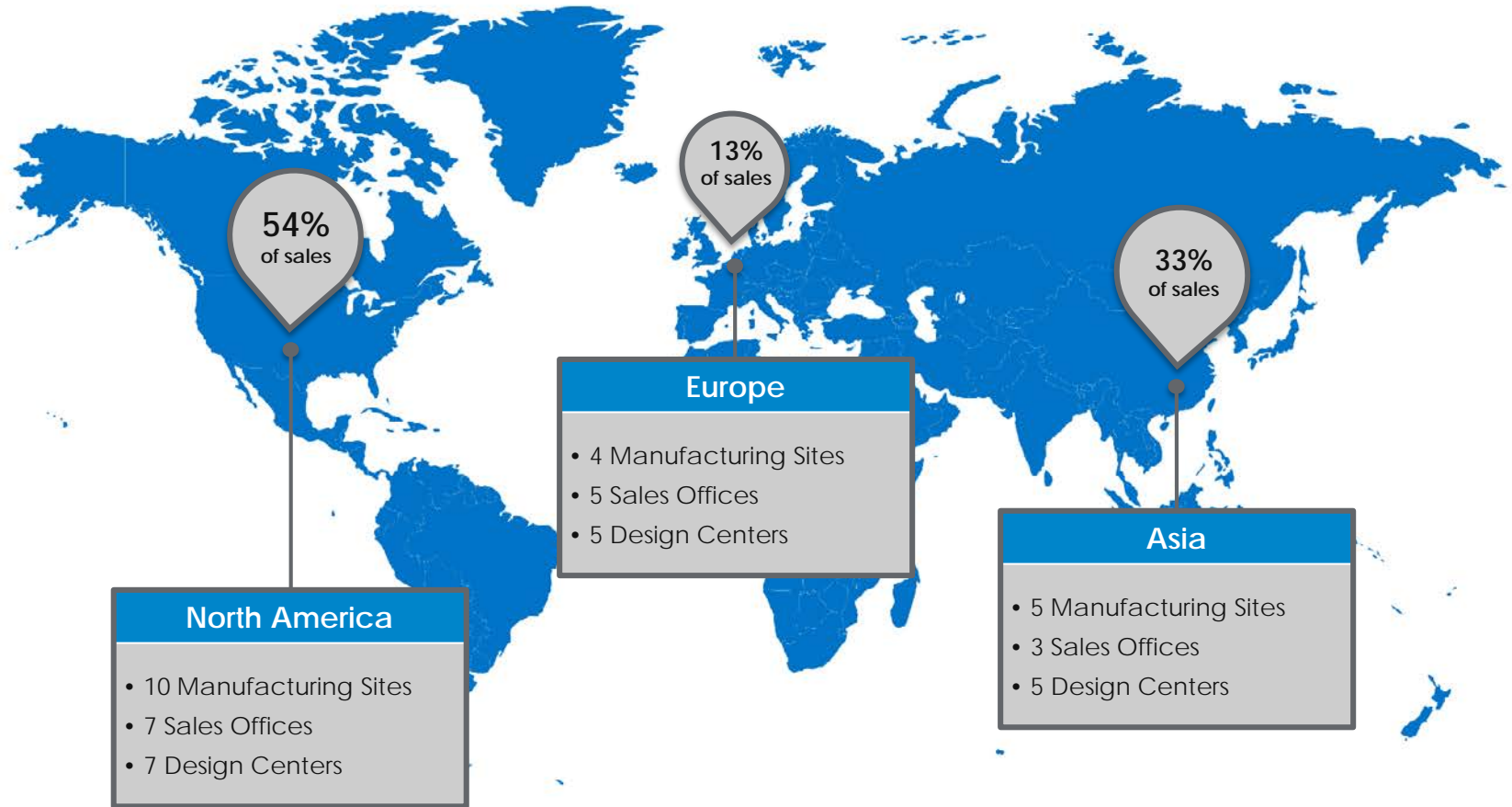
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Lean Overhead Structure

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%
			
   	   	   	    

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: **\$193M** | Percent of Total Revenue: **36%**

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



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: **\$179M** | Percent of Total Revenue: **34%**

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 platform 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: **\$160M** | 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

IBM

VARIAN
medical systems

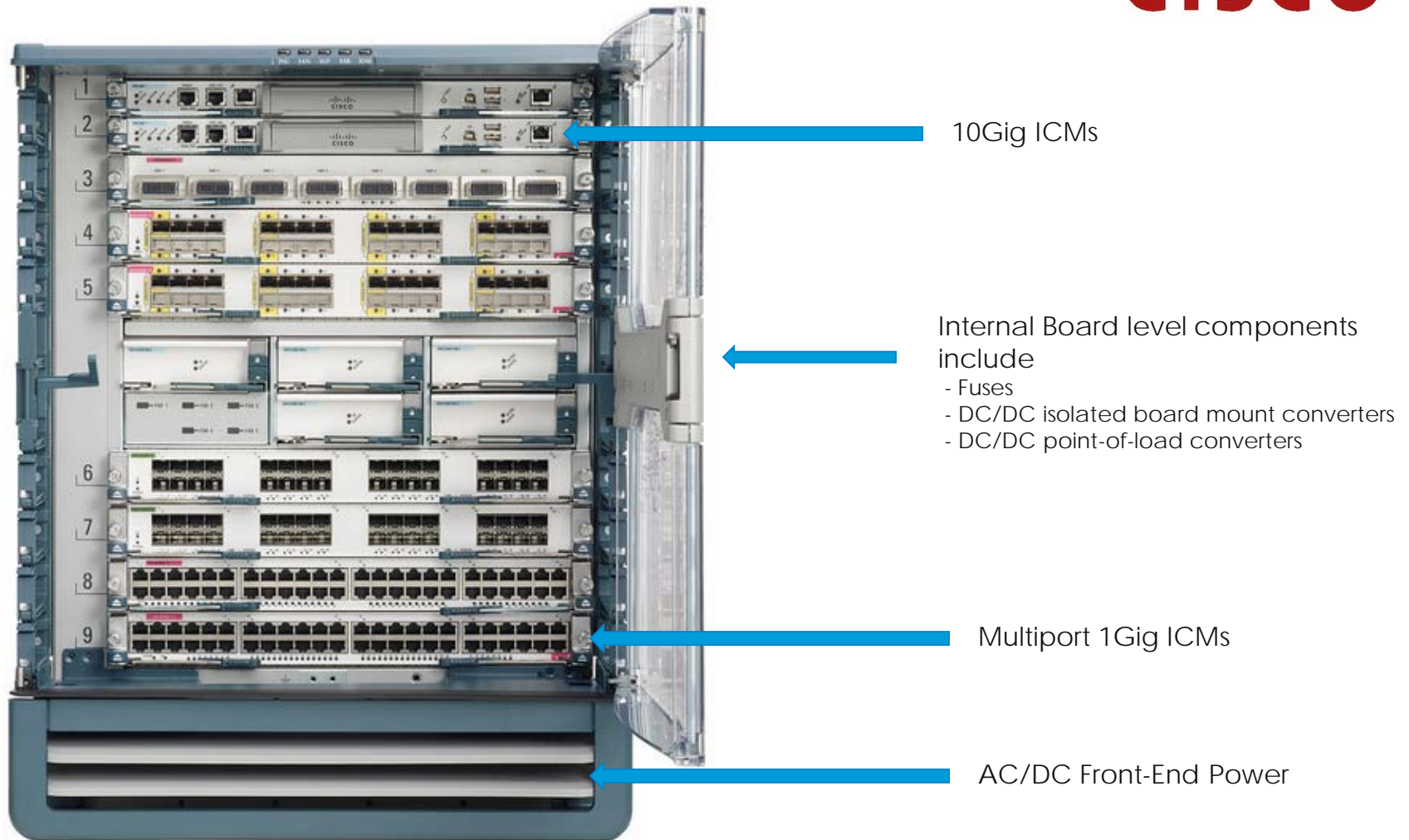

Hewlett Packard
Enterprise

JUNIPER
NETWORKS

Case Study #1 - Cisco

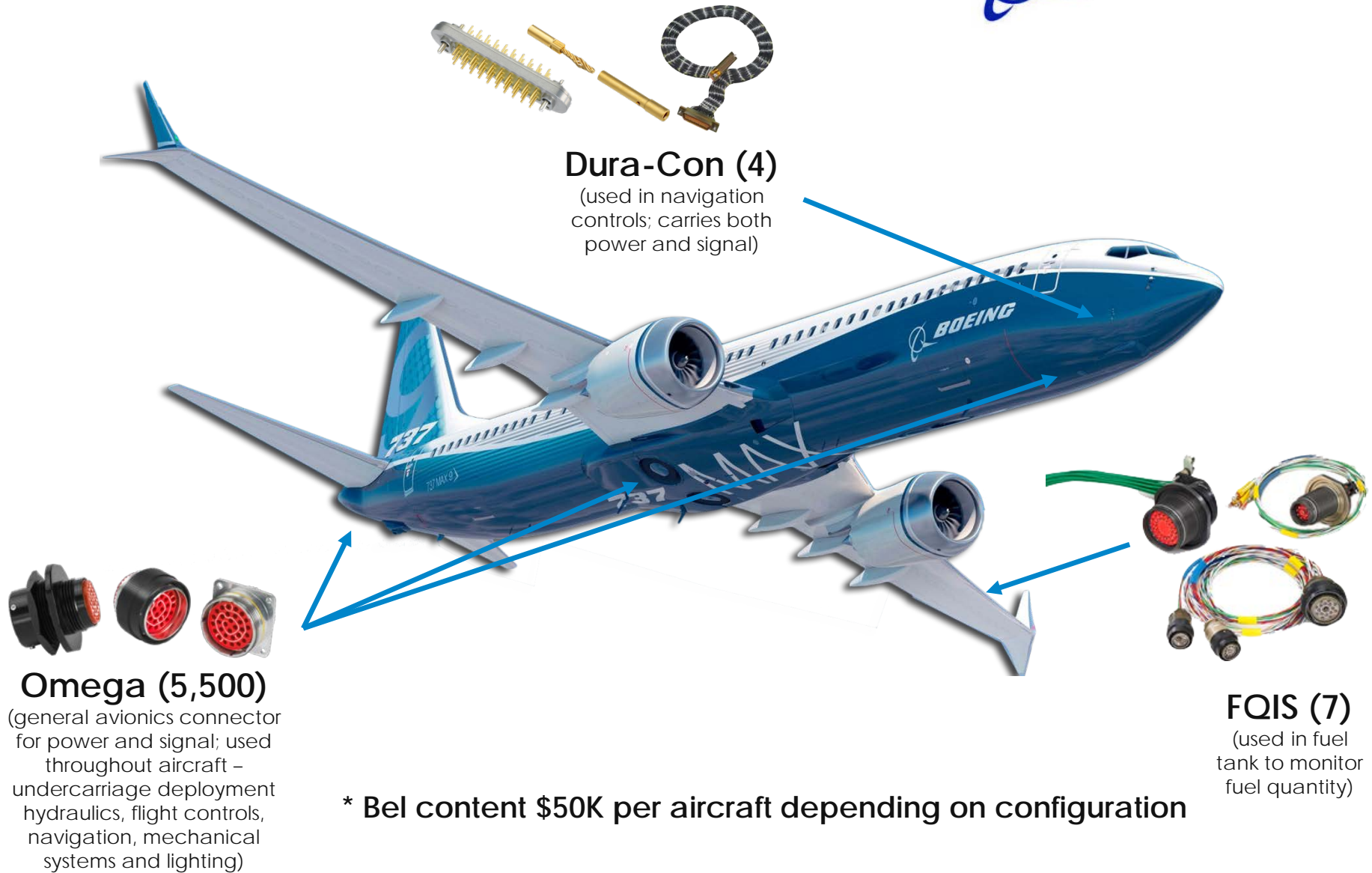


Cisco Nexus 7000 Switch



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

Case Study #2 – Boeing



Dura-Con (4)

(used in navigation controls; carries both power and signal)



Omega (5,500)

(general avionics connector for power and signal; used throughout aircraft – undercarriage deployment hydraulics, flight controls, navigation, mechanical systems and lighting)



FQIS (7)

(used in fuel tank to monitor fuel quantity)

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

Competitors

	Power Solutions & Protection	Connectivity Solutions	Magnetic Solutions
Bel – 2015 Sales	\$215M	\$182M	\$170M
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.L.	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 ⁽¹⁾
Headcount reductions	\$6,500	\$4,700	\$11,200
Facility consolidations	500	2,600	3,100
Material cost savings	800	-	800
TOTAL	\$7,800	\$7,300	\$15,100

(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 7/31/16)*

Stock Price	BELFA: \$17.40 BELFB: \$20.49
Market Cap	\$237.9M
Total Enterprise Value	\$326.9M
Exchange	NASDAQ

Capitalization *(as of 8/1/16)*

Shares Outstanding	BELFA: 2,174,912 BELFB: 9,763,652
Total Debt	\$156.5M
Dividend Yield	BELFA: 1.8%
	BELFB: 1.9%

<i>(\$000, except % and per share info.)</i>	Q216	Q116	2015	2014
Net Sales	131,622	121,182	567,080	487,076
Gross Margin %	19.5%	19.0%	19.0%	17.9%
EBITDA	15,615	(97,866) ⁽¹⁾	56,328	34,115
EBITDA Margin %	11.9%	(80.8)% ⁽¹⁾	9.9%	7.0%
Effective Tax Rate	-163.5%	4.4%	25.4%	11.9%
Net Income (Loss)	22,776	(100,696) ⁽¹⁾	19,197	8,603
Earnings (Loss) Per Share ⁽²⁾	\$1.91	\$(8.48) ⁽¹⁾	\$1.62	\$0.73

(1) 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 impairment charge was finalized in Q216 and resulted in a reduction in the charge of \$2.6 million.

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

Balance Sheet Highlights

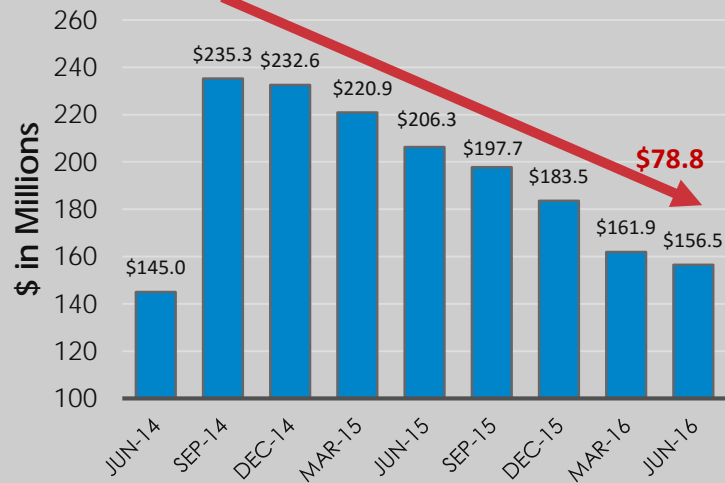
(\$000, except per share information)	June 30, 2016	December 31, 2015
Cash and Cash Equivalents	\$67,468	\$85,040
Total Current Assets	261,702	280,471
Total Assets	445,493	583,371
Current Liabilities	101,345	121,852
Total Debt (including current portion of debt)	156,501	183,548
Stockholders' Equity	152,540	233,122
Working Capital	160,357	158,619
Current Ratio	2.6 to 1	2.3 to 1
Book Value per Share ⁽¹⁾	\$12.81	\$19.68
Dividend Yield ⁽²⁾	1.9%	1.6%

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

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

Debt & Liquidity

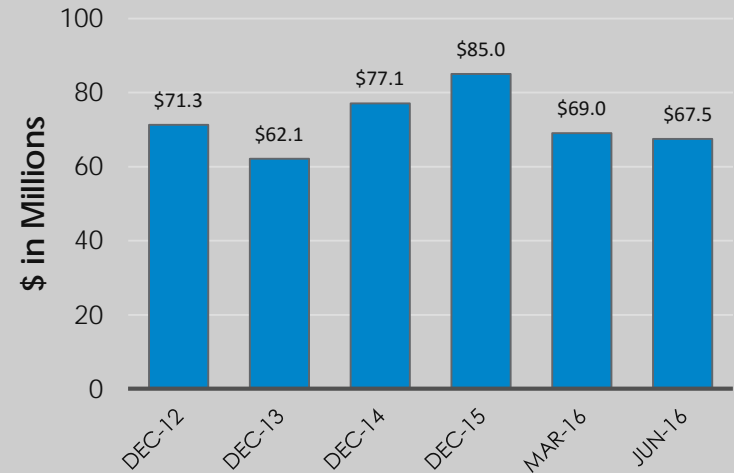
Outstanding Debt



Acquisitions Funded with Debt:

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

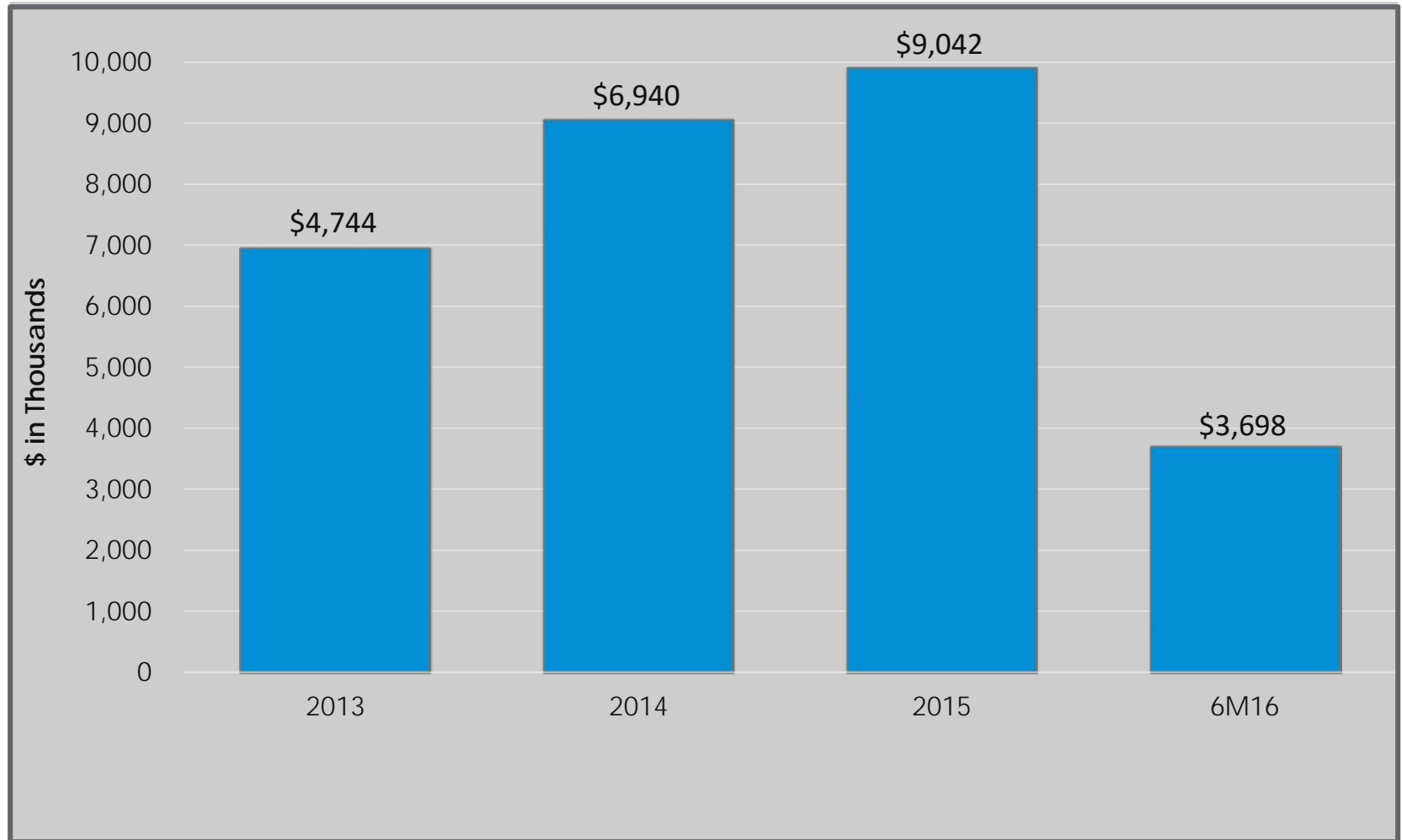
Cash and Cash Equivalents



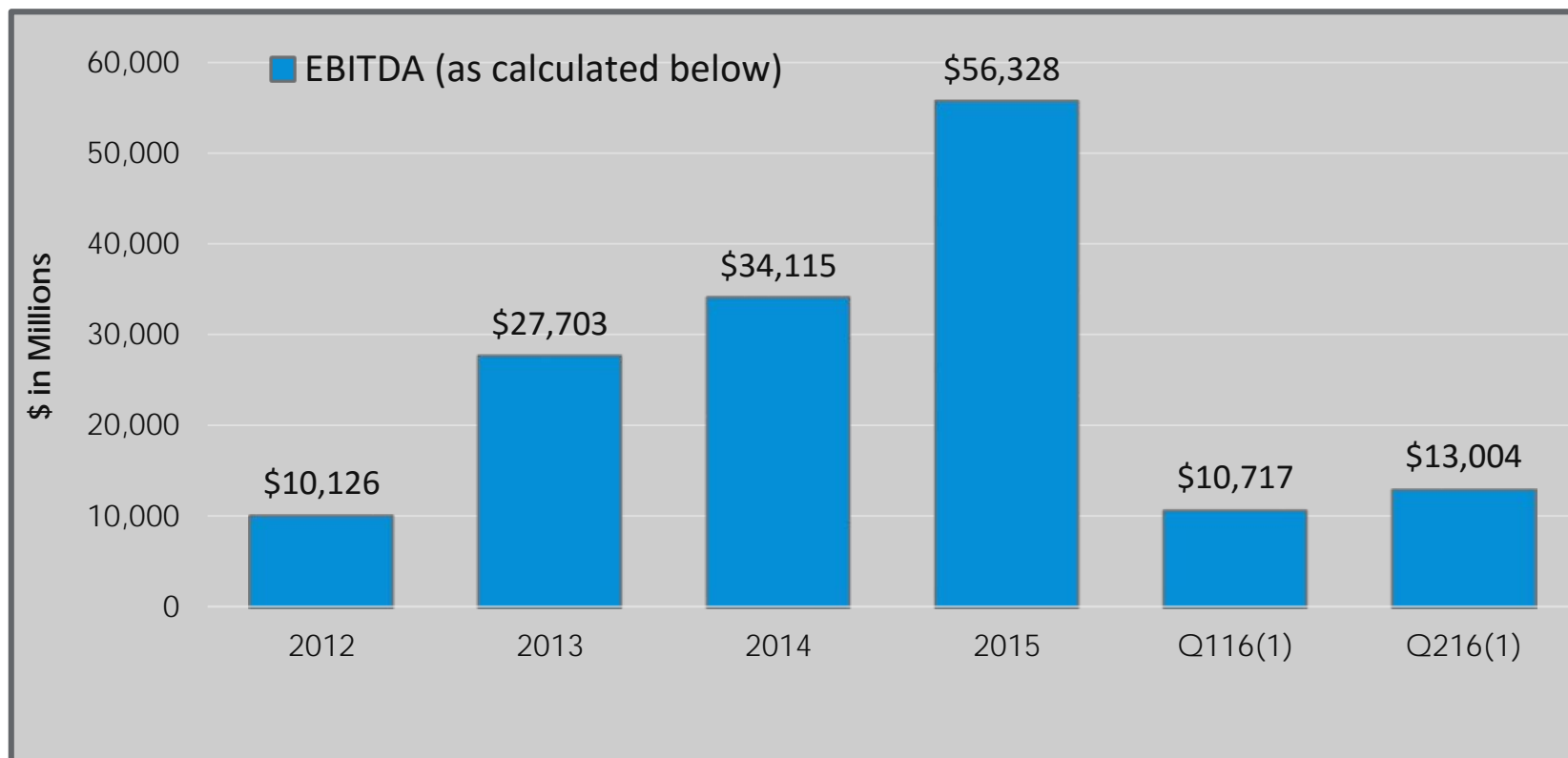
Acquisitions Funded with Cash:

- 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 in Q116 and reduction of \$2.6 million in Q216.

Actuals (as reported)

	2012	2013	2014	2015	Q116	Q216
Net earnings (loss)	\$ 2,373	\$ 15,908	\$ 8,603	\$ 19,197	\$ (100,696)	\$ 22,776
Interest expense	16	156	3,978	7,588	\$ 2,201	\$ 1,505
Income tax (benefit) provision	(1,376)	(743)	1,167	6,535	(4,872)	(14,133)
Depreciation and amortization	9,113	12,382	20,367	23,008	5,501	5,467
EBITDA	<u>\$ 10,126</u>	<u>\$ 27,703</u>	<u>\$ 34,115</u>	<u>\$ 56,328</u>	<u>\$ (97,866)</u>	<u>\$ 15,615</u>
Non-cash impairment charge					108,583	(2,611)
EBITDA excluding non-cash impairment charge					<u>\$ 10,717</u>	<u>\$ 13,004</u>

Share Ownership

Class A NASDAQ: BELFA	2,174,962 shares outstanding
	18 institutions own ~ 1,027,202 shares
	Quarterly dividends \$0.06 per share
	23% held by insiders
Class B NASDAQ: BELFB	9,763,652 shares outstanding
	97 institutions own ~ 6,260,016 shares
	Quarterly dividends \$0.07 per share
	6% held by insiders

Total Outstanding Shares Combined = 11,938,614

Investor Considerations

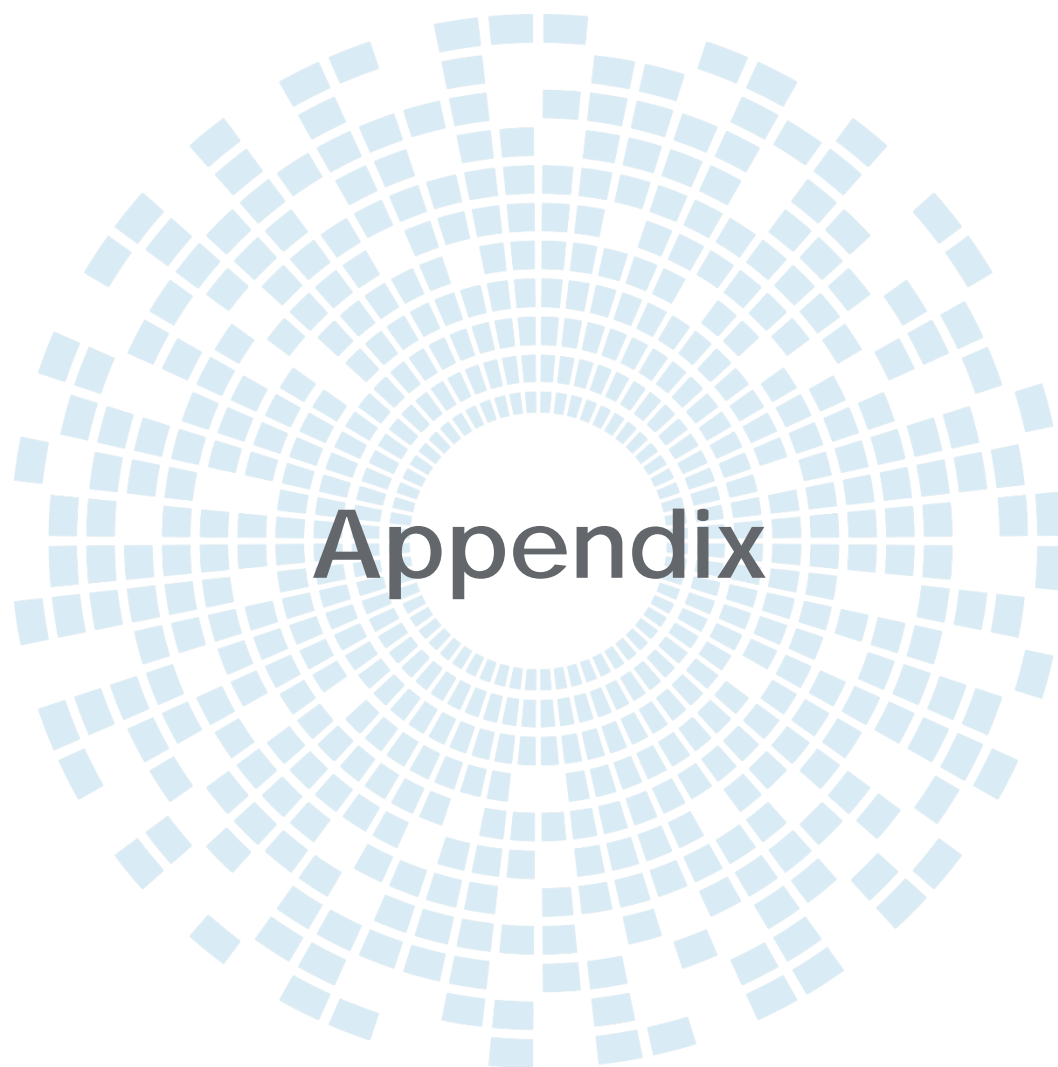
Consistent Long-Term Sales Growth

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 \$79M in debt since September 2014
 - Overall cash balance remains strong (\$68M at 6/30/16 vs \$88M at 6/30/14)
 - Gross Margin uptick in each of past three years and potential for further gains
 - \$56 Million 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 climbing back up 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

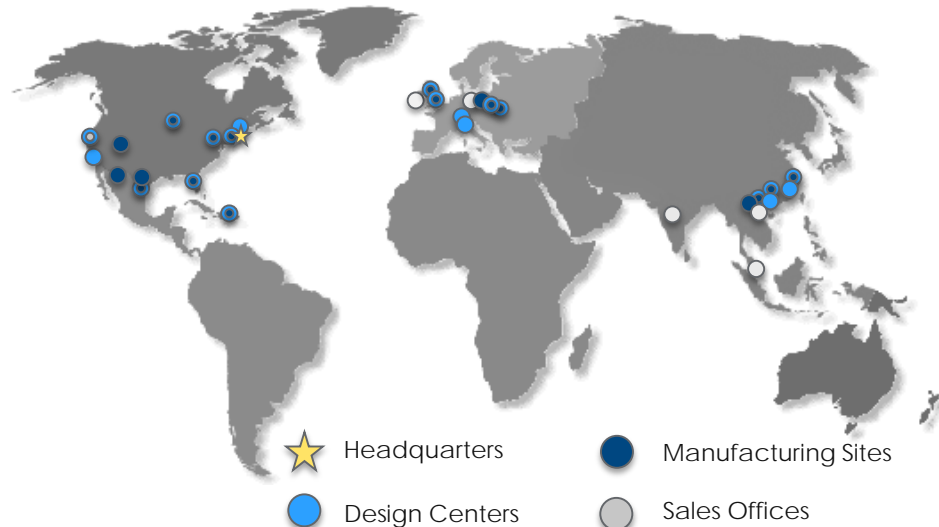


Bel at a Glance

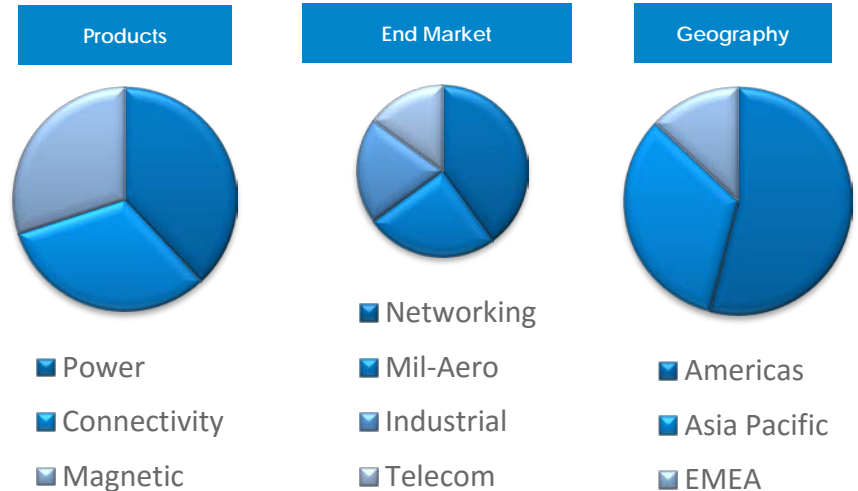
Product Line Overview

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

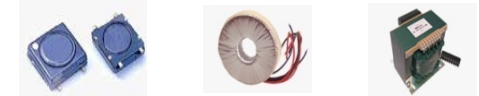


Magnetic Solutions

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.

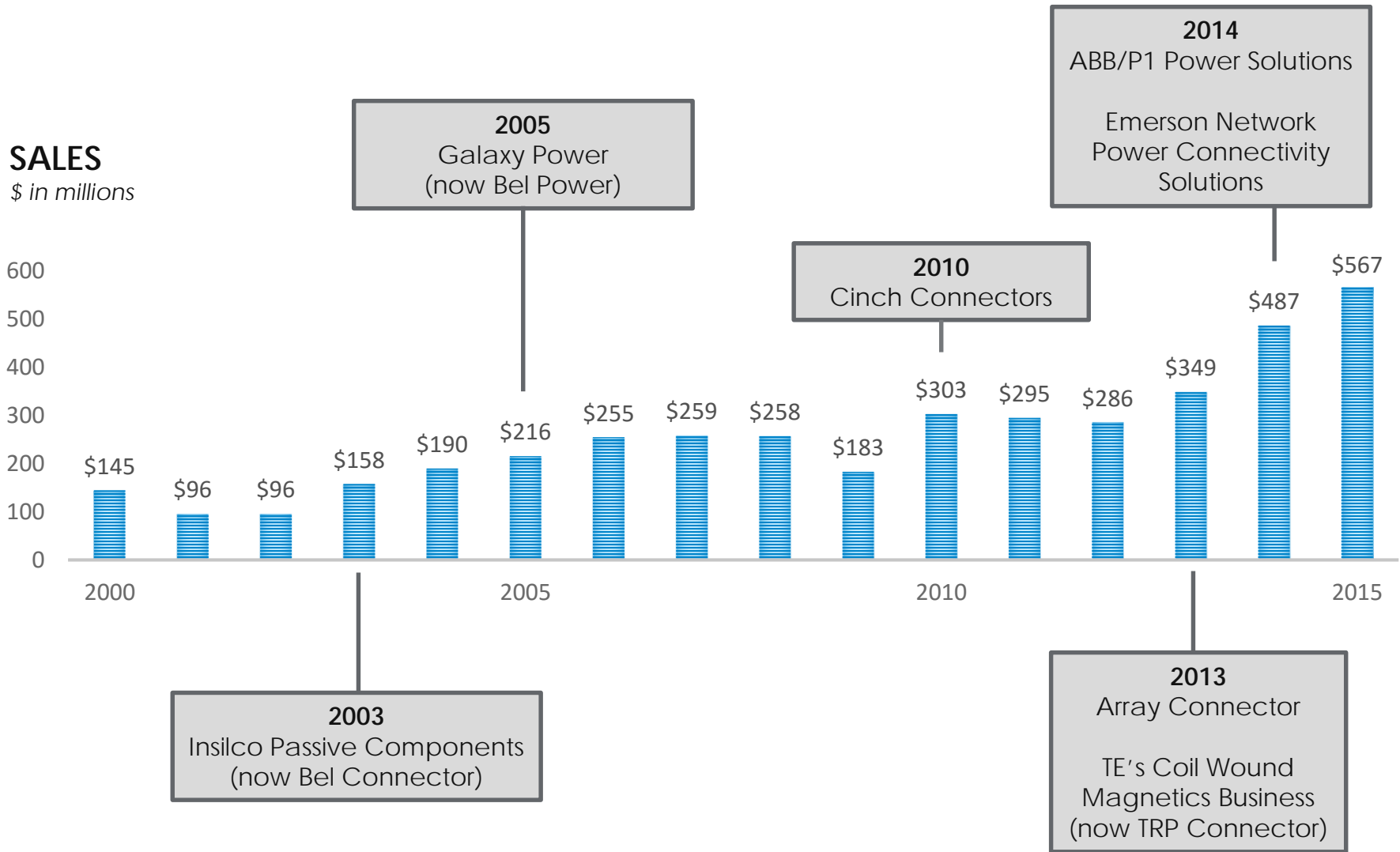
Select Financials

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:	\$11.26
(combined A,B)	
Research Coverage:	Stephens, Inc. Needham & Co.

History of Growth Through Acquisition

SALES

\$ in millions





POWER | PROTECT | CONNECT



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