



POWER | PROTECT | CONNECT

## Needham Growth Conference

January 13, 2016



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Bel is a publicly traded company that has been operated by the same family for over 65 years.

Our history of organic growth and acquisitions have broadened our product portfolio.

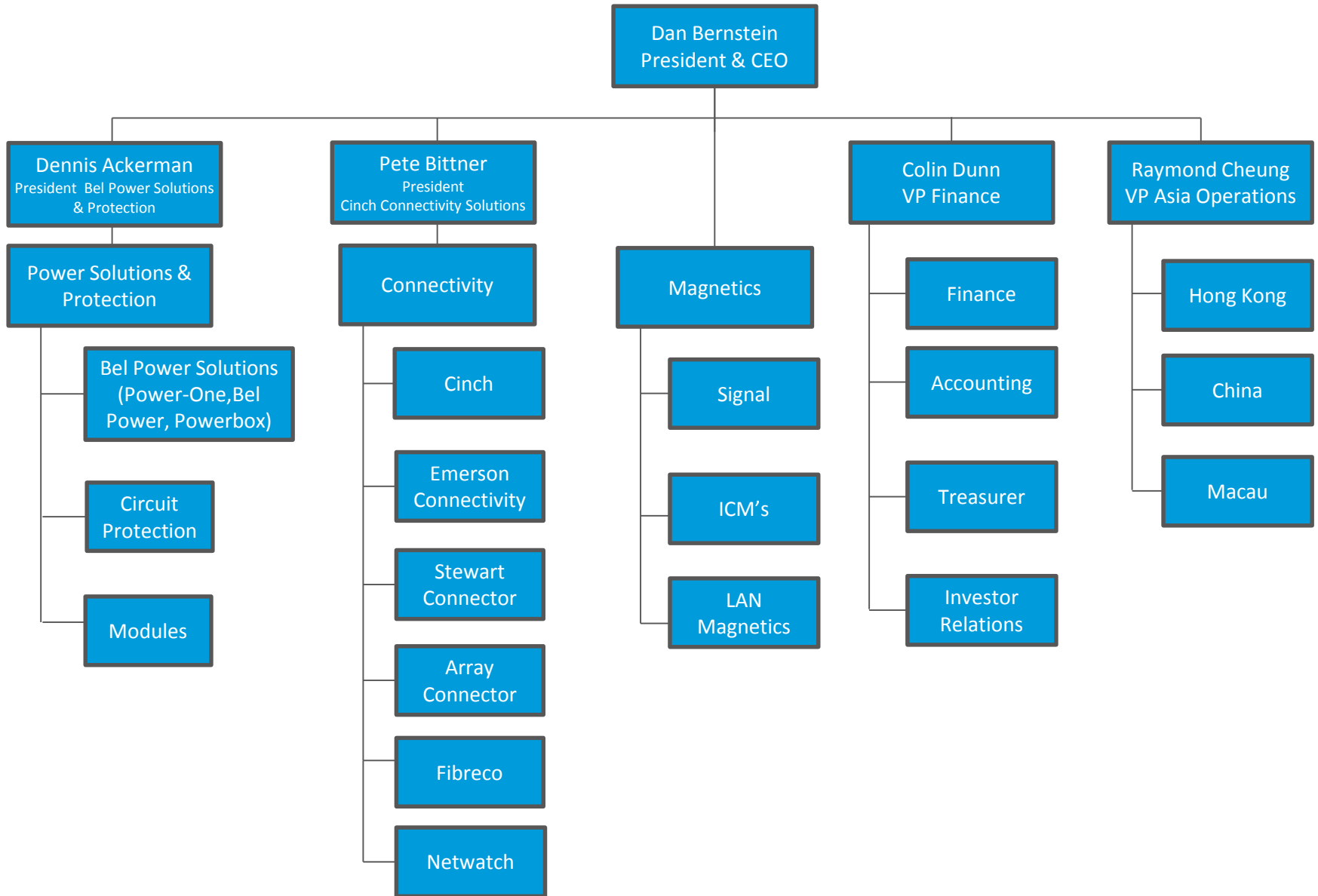
This has established Bel as a world leader with a diverse offering of power, protection and interconnect products. We design and manufacture these products which are primarily used in the networking, telecommunications, computing, military, aerospace, transportation and broadcasting industries. Bel's portfolio of products also finds application in the automotive, medical and consumer electronics markets.

# Safe Harbor Statement

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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.

# Corporate Organization







# Growth through Acquisition

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
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

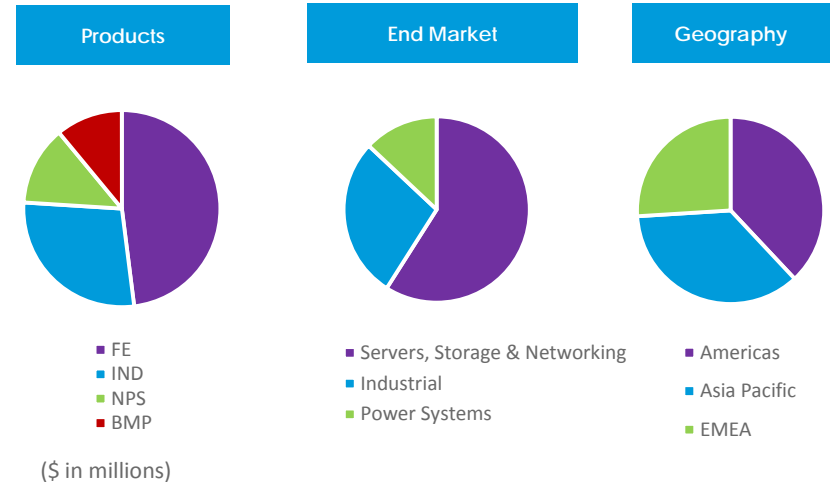
\*Corporate divestitures

# Power Solutions Acquisition at a Glance

## Product Line Overview

Product lines	Markets served	Select product examples
Front-End ("FE")	Servers, storage, networking and telecommunications markets	
Board-Mount-Power ("BMP")	Networking, telecommunications, military and the broad industrial markets	
Industrial and Transportation ("IND")	Broad industrial, medical, military, rail and transportation markets	
Network Power Systems ("NPS")	Telecommunication infrastructure applications and remote power generation	

## 2014 Revenue \$194M



## Global Footprint






## Select Customers

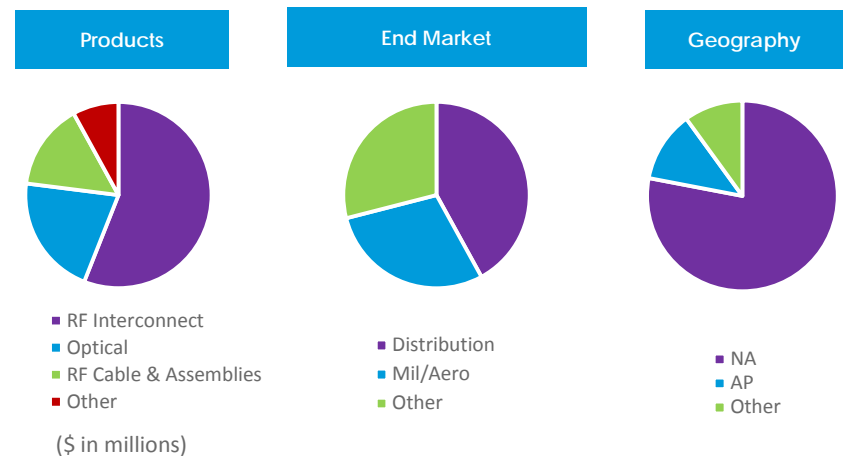


# Connectivity Solutions Acquisition at a Glance

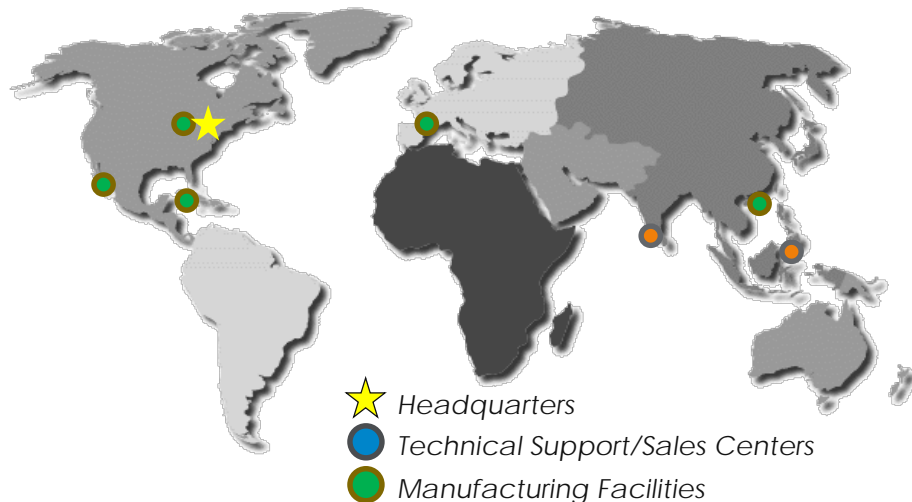
## Product Line Overview

Product lines	Markets served	Select product examples
RF Coax Connectors & Cables	Aerospace , Broadcast, Military, Telecommunications	
Microwave Components	Military, Space, Laboratory Testing	
Harsh Environment Optical with Expanded Beam	Broadcast, Military, Oil & Gas	

## 2014 Revenue \$78M



## Global Footprint



## Select Customers



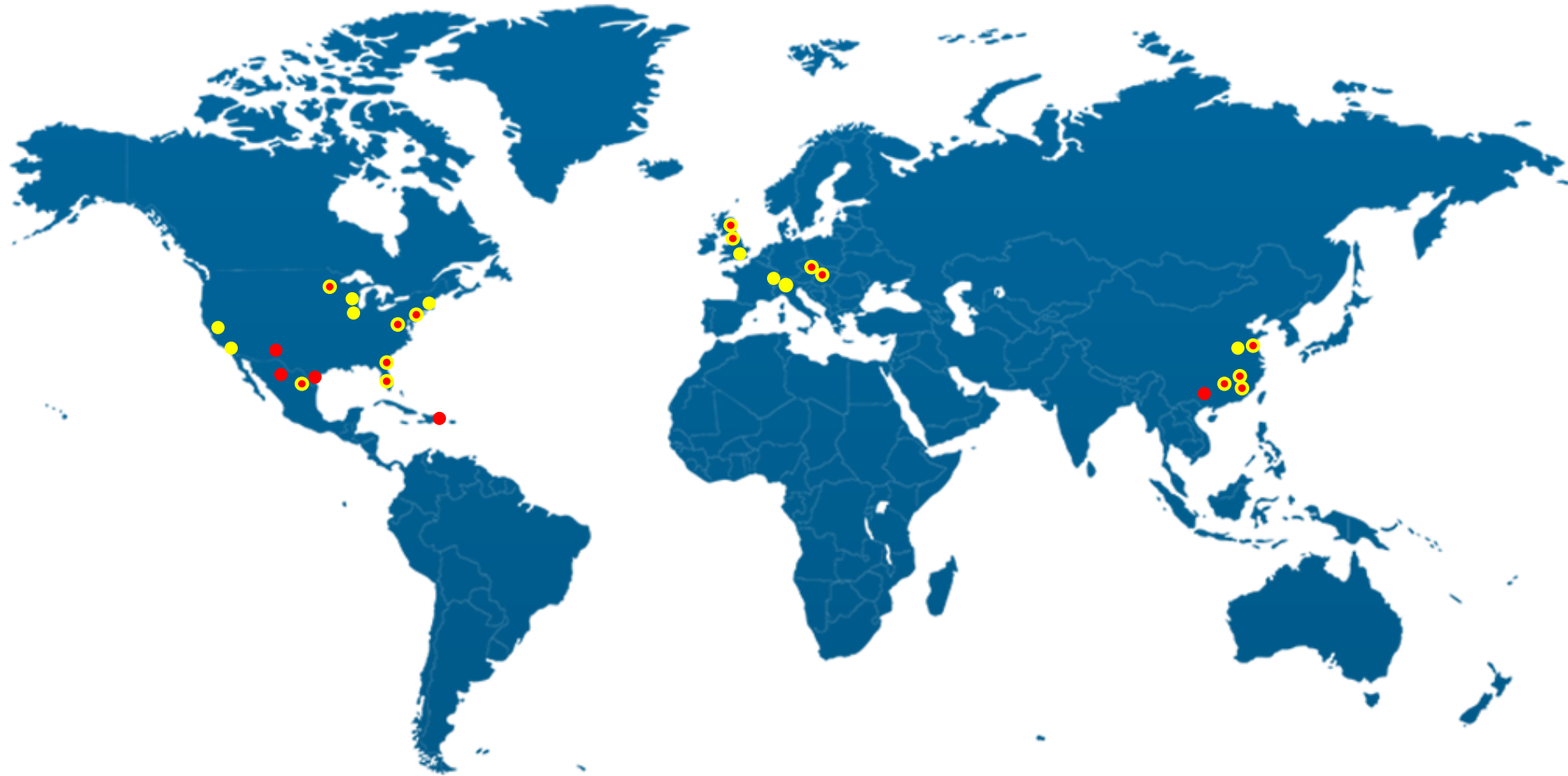
# Going Forward

Acquired Company	Revenue	Employees	R&D Centers	Manufacturing Sites	Facilities
<b>Bel</b>	\$356M	5,500	15	12	1.86M sq ft
<b>Power-One</b>	\$194M	2,000	3	2	377K sq ft
<b>Connectivity Solutions</b>	\$78M	525	4	5	215K sq ft
<b>Combined</b>	\$628M*	8,025	23	19	2.45M sq ft

\* If Bel owned for 12 months



# Global Presence



## Americas

35% Annual Revenue

- 10 Manufacturing Sites
- 11 Design Centers

## Europe

20% Annual Revenue

- 4 Manufacturing Sites
- 7 Design Centers

## Asia

44% Annual Revenue

- 5 Manufacturing Sites
- 5 Design Centers

# Market Segmentation



Networking  
40%



Mil-Aero  
25%



Industrial  
20%



Telecom  
15%

## Revenue By Region



North America - 35.4%

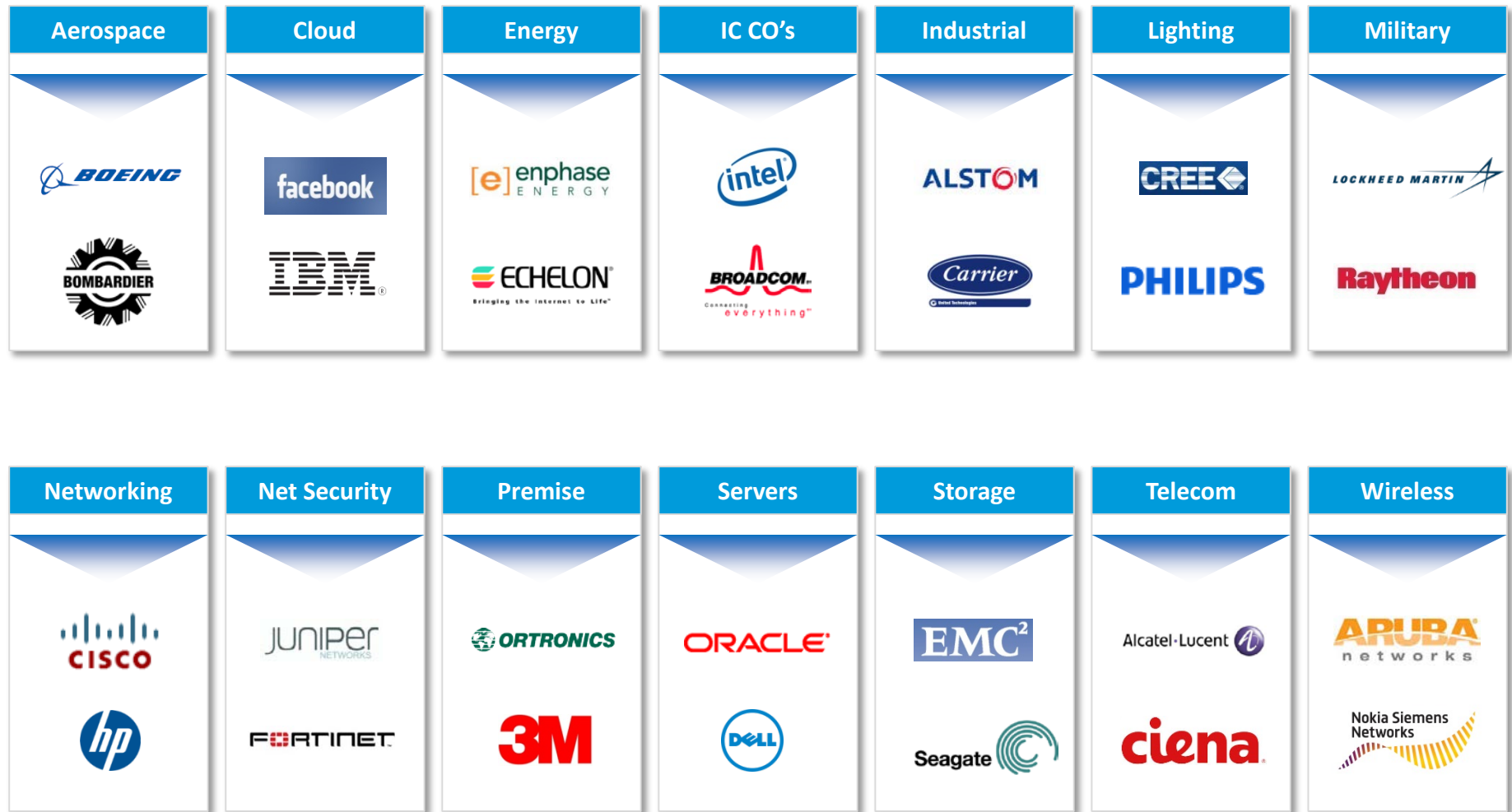


EMEA - 20.2%



Asia - 44.4%

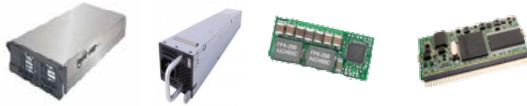
# Diverse End-Markets and Blue Chip Customer Base



# Broad, Industry Leading Product Portfolio

## Power Solutions & Protection \$256 million

### Front Ends & Board-Mount Power



### Industrial



### Circuit Protection



## Connectivity Solutions \$198 million

### Passive Connectors



### Connectors & Cable Assemblies



### RF Connectors /Microwave Components

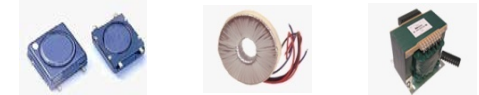


## Magnetic Solutions \$174 million

### Integrated Connector Modules



### Transformers



### Magnetics



# Power Solutions & Protection

## Overview

- World-class offering of ac-dc and dc-dc power conversion products
- Technology leaders in efficiency and power density
- Market leader in Railway with Melcher™ brand products
- Value-added power solutions, complete box-build solutions and contract manufacturing services
- Complete Portfolio of Electronic Circuit Protection Products

**Servers, Storage & Networking**  
**Industrial & Transportation**  
**Lighting, Consumer**



LTM Revenue: **\$256M** | Percent of Total Revenue: **41%**

## Growth Drivers

- Re-engage with key customers
- New standard products in ac-dc, dc-dc, and circuit protection
- Expanded offering for railway applications
- Partnership with Echelon
- New products for hybrid and electric vehicles

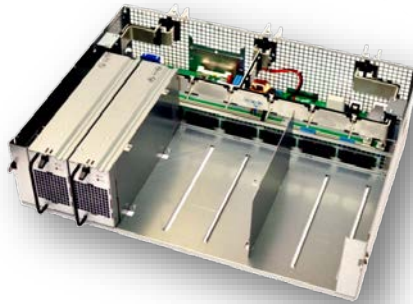
## Brands



**MELCHER**  
*The Power Partners.*

a bel power solutions brand





## Power Conversion Products for Data Storage Expansion





# Connectivity Solutions

## Overview

- World-Class RF Connector and Microwave Component supplier
- Market leader for Expanded Beam and Fiber Connectivity
- Largest supplier of Boeing approved Circular Connectors (BACC) for the aerospace industry
- Market leader in deployment of 10GBT Passive RJ Connectors

Computer, Network & Communication  
Industrial & Medical  
Military & Aerospace  
Oil & Gas



LTM Revenue: **\$198 mm** | Percent of Total Revenue: **32%**

## Growth Drivers

- Emerson acquisition creates critical mass in expanded beam connectivity and harsh environment active optical products
- Cross-Licensing with Radiall for innovative solutions in commercial aerospace
- Greater strength in distribution channels and better penetration across existing accounts

## Brands

**VITELEC**  
ELECTRONICS  
a cinch connectivity solutions brand

**STRATOS**  
optical technologies  
a cinch connectivity solutions brand

**TROMPETER**  
RF connectivity  
a cinch connectivity solutions brand

**Viewsonics**  
a cinch connectivity solutions brand

**AIM CAMBRIDGE**  
a cinch connectivity solutions brand

**Semflex**  
microwave solutions  
a cinch connectivity solutions brand

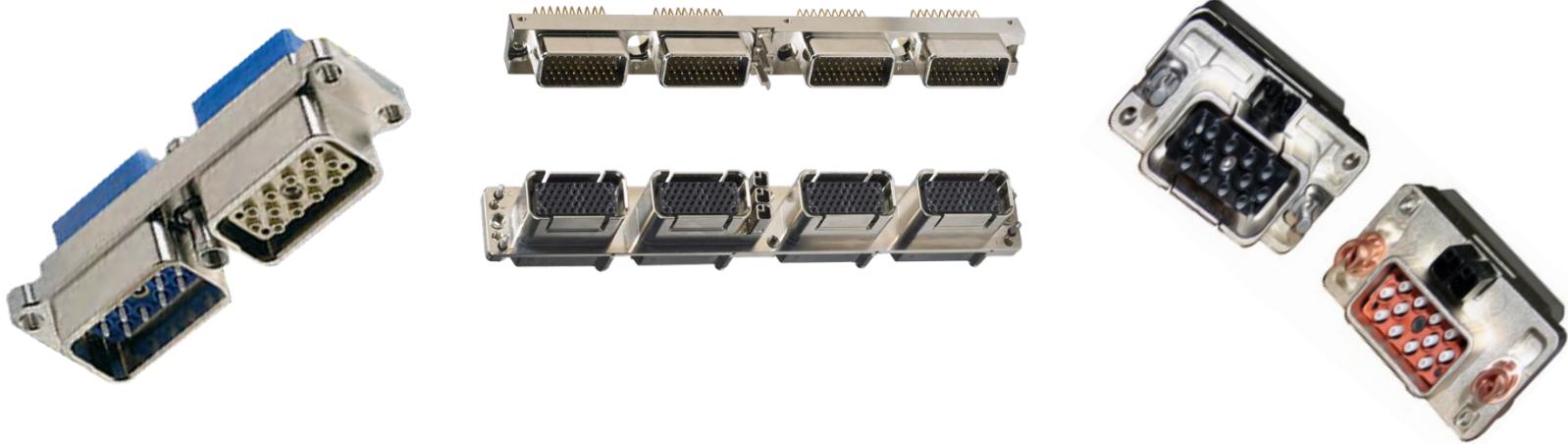
**JOHNSON**  
a cinch connectivity solutions brand

**MIDWEST MICROWAVE**  
a cinch connectivity solutions brand

**stewart**  
CONNECTOR  
a bel group

**FIBRECO**

**CINCH**<sup>®</sup>



C-ENX: Next Generation Modular Rectangular Aerospace Connector





# Magnetic Solutions

## Overview

- Largest offering of Integrated Connector Module products (MagJack®)
- Broad offering of Magnetics for communication, industrial and commercial applications
- Largest selection of IC reference designs
- Market leader in deployment of 10GBT Ethernet ICM's

Computer, Network & Communication  
Industrial & Medical  
Consumer



LTM Revenue: **\$174 mm** | Percent of Total Revenue: **27%**

## Growth Drivers

- Higher bandwidth and greater complexity requirements
- Continued expansion of SMD inductor and switching magnetics
- Internet Protocol (IP) traffic growing at nearly 20% CAGR
- Continued growth from end users picking up IC reference designs
- Volume production of press-fit MagJack® connectors
- Developing next generation 40GBT Connectivity; the only ICM manufacturer to effectively demonstrate this feasibility within IEEE standards development.

## Brands



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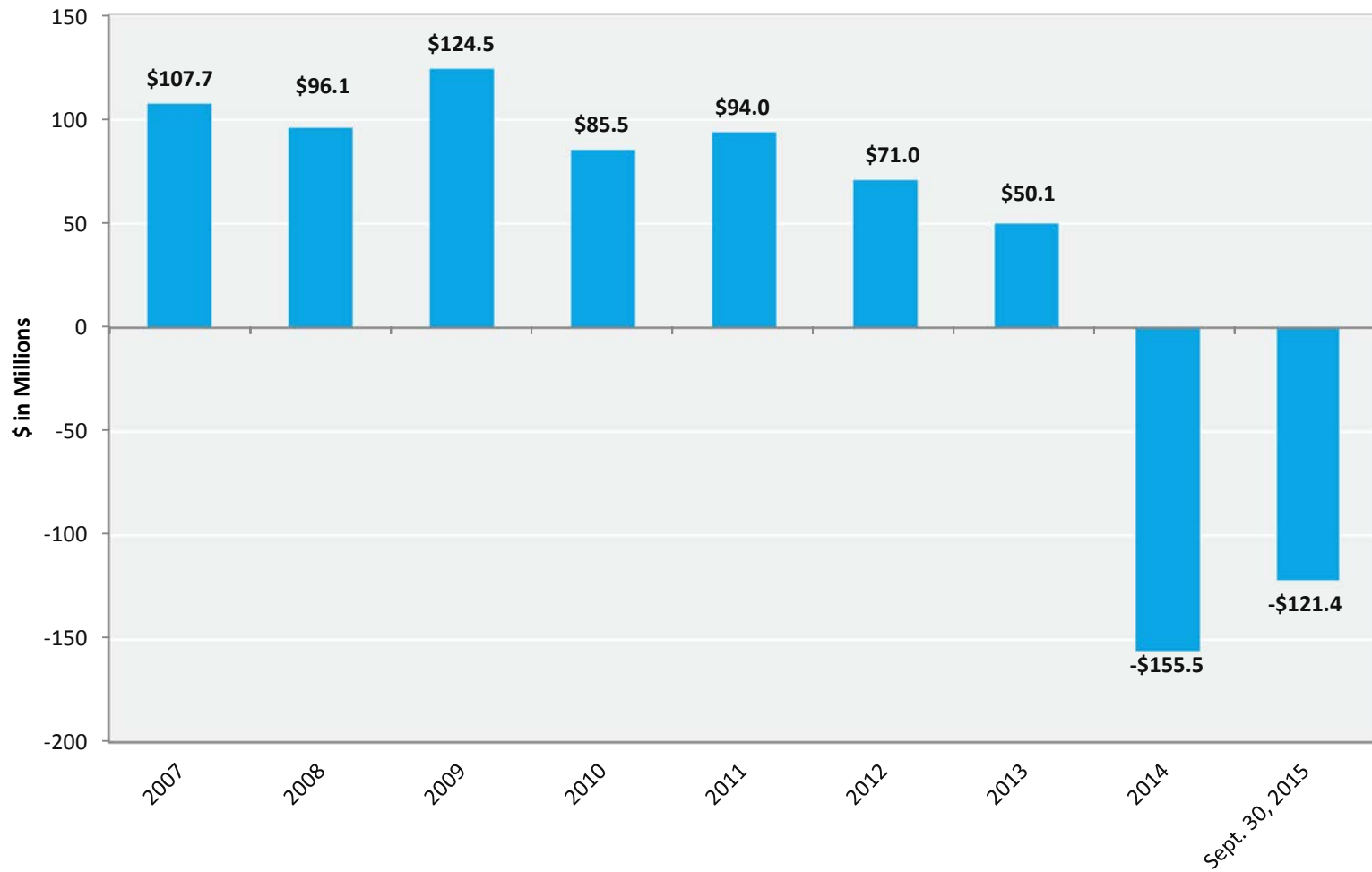
## **Financial Overview**

# Balance Sheet Highlights

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	12/31/14	9/30/15
Cash & Cash Equivalents	\$77.1 mm	\$76.3 mm
Working Capital	\$188.9 mm	\$176.6 mm
Total Assets	\$635.4 mm	\$605.9 mm
Total Debt	\$232.6 mm	\$197.7 mm
Stockholders' Equity	\$224.3 mm	\$232.2 mm
Book Value per Share	\$19.87	\$19.53

# Cash & Cash Equivalents & Net Debt



# Pro Forma and Actual Capex

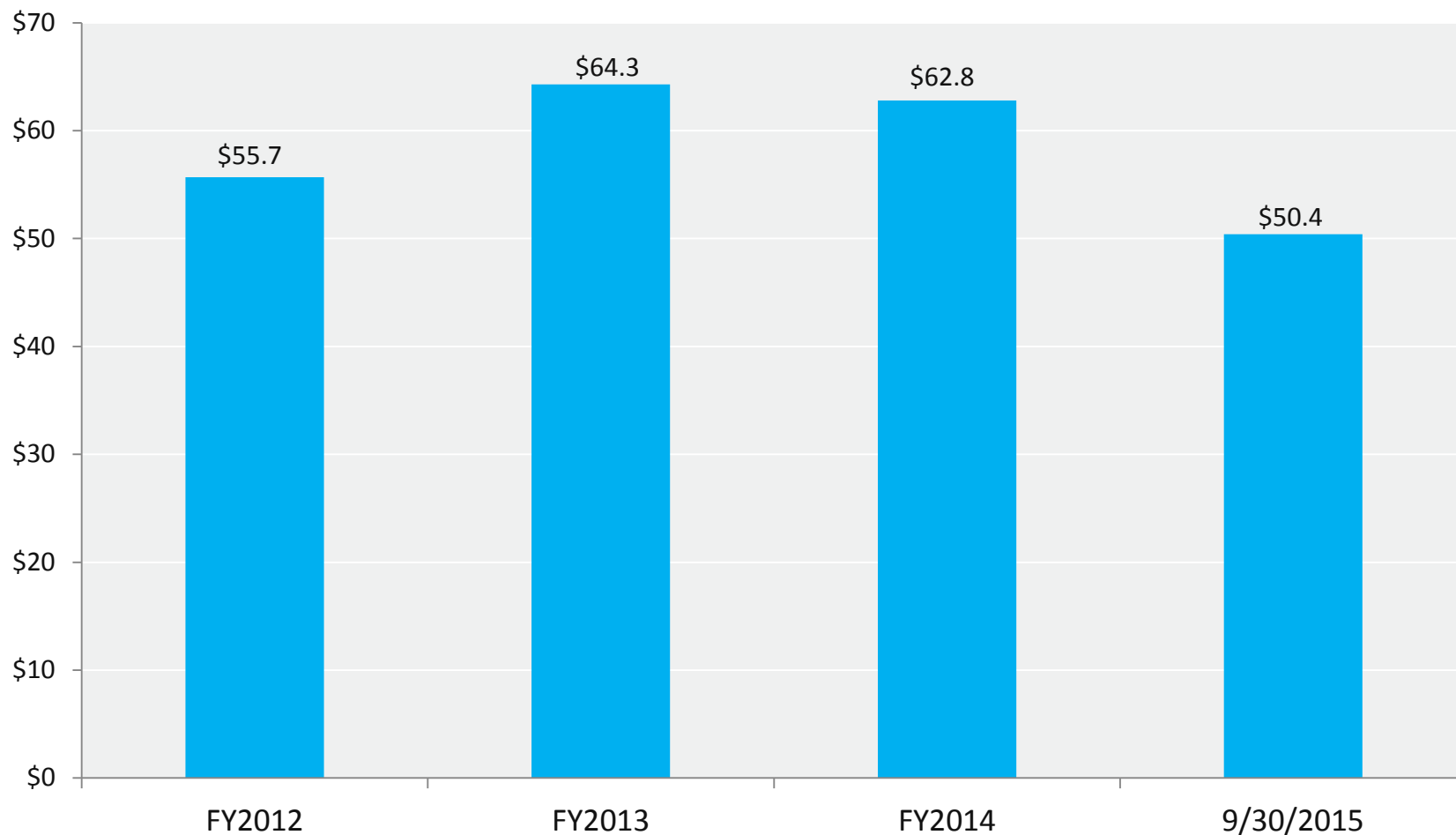


(1) In Thousands

# Debt Balance

Loan	09/30/15 Balance		Payment Schedule	Principal	Interest	Total Debt Payments
Term Loans	\$191,219		Balance			
Revolver	<u>6,500</u>		2015	\$4,031	\$2,691	\$6,722
Total Debt	\$197,719		2016	16,125	5,105	21,230
			2017	18,812	4,624	23,437
Cash	<u>76,292</u>		2018	24,188	4,033	28,221
Net Debt	\$121,427		2019	<u>134,563</u>	<u>1,850</u>	136,413
	<u><u>          </u></u>					
Liquidity			Total Debt			
Cash	\$76,292		Payments	<u>\$197,719</u>	<u>\$18,303</u>	\$216,022
Revolver Availability	<u>31,452</u>					
Total Liquidity	<u><u>\$107,744</u></u>					

# Adjusted EBITDA



- FY2012 and FY2013 Pro forma Adjusted EBITDA per the June 2014 Lender Presentation
- FY2014 and 9/30/15 Adjusted EBITDA as defined in Bel's Credit Agreement

(1) In Millions

# Share Ownership

<b>Class A</b> <b>NASDAQ: BELFA</b>	<ul style="list-style-type: none"><li>• 2,175,000 shares outstanding</li><li>• 17 institutions own ~ 1,024,000 shares</li><li>• Quarterly dividends \$0.06 per share</li><li>• 35% held by insiders</li></ul>
<b>Class B</b> <b>NASDAQ: BELFB</b>	<ul style="list-style-type: none"><li>• 9,713,727 shares outstanding</li><li>• 97 institutions own ~ 6,066,000 shares</li><li>• Quarterly dividends \$0.07 per share</li><li>• 15% held by insiders</li></ul>





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