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, 1995
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from ............. to $\qquad$
Commission file number: 0-11676
BEL FUSE INC.
(Exact name of registrant as specified in its charter)

New Jersey 22-1463699
(State or other jurisdiction of
incorporation or organization)
(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, 1995, there were 5,019,070 shares of Common Stock, $\$ .10$ par value, outstanding.

BEL FUSE INC.
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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, although the registrant believes that the disclosures are adequate to insure that the information presented is not misleading. 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, 1994.

The results of operations for the three and six month periods ended June 30, 1995, are not necessarily indicative of the results to be expected for the entire fiscal year or for any other period.

## ASSETS

|  | June 30, 1995 | $\begin{gathered} \text { December 31, } \\ 1994 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (unaudited) |  |
| Current Assets: |  |  |
| Cash and equivalents | \$ 2, 694,924 | \$ 2, 842, 894 |
| Marketable securities | 6,885,314 | 7,508,304 |
| Accounts receivable, less allowance <br> for doubtful accounts of $\$ 82,000$ and $\$ 70,000$. | 11,091,587 | 8, 079,971 |
| Inventories | 9,778,309 | 8,766,203 |
| Prepaid expenses and other current assets | 425,435 | 959,764 |
| Total Current Assets | 30,875,569 | 28,157,136 |
| Property, plant and equipment--net | 26,543,173 | 22,226,076 |
| Unamortized excess of cost over fair value of assets acquired ......... | 156,582 | 166,925 |
| Other assets | 1, 055,019 | 1,102,898 |
| TOTAL ASSETS | \$58,630,343 | \$51, 653, 035 |

See notes to consolidated financial statements.

# BEL FUSE INC. AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS 

## LIABILITIES AND STOCKHOLDERS' EQUITY

|  | $\begin{aligned} & \text { June 30, } \\ & 1995 \end{aligned}$ |  | $\begin{gathered} \text { December 31, } \\ 1994 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | unaudited) |  |  |
| Current Liabilities: |  |  |  |  |
| Note payable | \$ |  | \$ | 300, 000 |
| Accounts payable |  | 4,257,157 |  | 3,171,408 |
| Accrued expenses |  | 3,205,173 |  | 1,987,536 |
| Income taxes payable |  | 191,844 |  | -- |
| Deferred income taxes |  | 321,000 |  | 28,000 |
| Total Current Liabilities |  | 7,975,174 |  | 5,486,944 |
| Deferred income taxes |  | 326,000 |  | 240,000 |
| Total Liabilities |  | 8,301,174 |  | 5,726,944 |
| Stockholders' Equity: <br> Preferred stock, no par value-authorized 1,000,000 shares; none issued |  |  |  |  |
|  |  |  |  |  |
| Common stock, par value $\$ .10$ per share-- authorized 10,000,000 shares; outstanding 5,017,820 and |  |  |  |  |
| 4,965,195 shares |  | 501,782 |  | 496,520 |
| Additional paid-in capital |  | 6,500,575 |  | 6,288,987 |
| Retained earnings |  | 42,987,538 |  | 40,017,231 |
| Net unrealized gain (loss) on marketable securities ..... |  | 339,274 |  | $(876,647)$ |
| Total Stockholders' Equity |  | 50,329,169 |  | 45, 926, 091 |
| TOTAL LIABILITIES AND STOCKHOLDERS' |  |  |  |  |
| EQUITY | \$ | 58,630,343 |  | 51,653, 035 |

See notes to consolidated financial statements.


[^0]
## BEL FUSE INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS (unaudited)



## BEL FUSE INC. AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS

(Continued)
(unaudited)


[^1]
## BEL FUSE INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (unaudited)

1. The consolidated balance sheet as of June 30, 1995, and the consolidated statements of operations and cash flows for the six months ended June 30, 1995 and 1994 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, 1994 financial statements have been reclassified to conform to June 30, 1995 classifications.
2. Earnings (Loss) Per Share--Earnings (loss) 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, 1995 was not material and were not considered at June 30, 1994 as their effect is antidilutive.
3. Inventories consist of the following:

|  | June 30, 1995 | December 31, 1994 |
| :---: | :---: | :---: |
| Raw materials | \$7, 027,485 | \$ 6,552,826 |
| Work-in-process | 333,761 | 35, 897 |
| Finished goods | 2,417,063 | 2,177,480 |
|  | \$9,778,309 | \$ 8,766,203 |

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

|  | June 30, 1995 | December 31, 1994 |
| :---: | :---: | :---: |
| Land | \$ 686,987 | \$ 686,987 |
| Buildings and improvements | 13,779,836 | 10,121,169 |
| Machinery and equipment | 28,998,661 | 27,004,662 |
| Idle property held for sale | 935,000 | 935,000 |
|  | 44,400,484 | 38,747,818 |
| Less accumulated depreciation and amortization .......... | 17,857,311 | 16,521,742 |
| Net property, plant and equipment | \$26,543,173 | \$22,226,076 |

## BEL FUSE INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (unaudited)

## 5. INCOME TAXES

Financial Accounting Standards Board Statement No. 109, "Accounting for Income Taxes" (SFAS 109), provides for the recognition of deferred assets subject to a valuation allowance. At December 31, 1994, the Company established a valuation allowance equal to the full amount of the tax effect of the net operating loss carryforward. For the six months ended June 30, 1995 and 1994, the Company recognized approximately $\$ 208,000$ and $\$-0-$, respectively as a reduction of United States and Far East tax expense.

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations
a. 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 and the percentage increase for such items.

|  | Percentage of Net Sales |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Six Months Ended June 30, |  | Three Months Ended June 30, |  |
|  | 1995 | 1994 | 1995 | 1994 |
| Net sales | 100.0\% | 100.0\% | 100.0\% | 100.0\% |
| Cost of sales | 73.7 | 82.3 | 73.9 | 82.3 |
| Selling, general and administrative expenses | 17.0 | 34.1 | 17.1 | 40.8 |
| Other income, net of interest expense ...... | . 3 | 1.7 | . 4 | 1.7 |
| Earnings (loss) before income tax provision | 9.6 | (14.7) | 9.4 | (21.4) |
| Income tax provision | . 9 | -- | 1.1 | . 4 |
| Net earnings (loss) | 8.7 | (14.7) | 8.3 | (21.8) |

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

|  | Increase (Decrea | from Prior Period |
| :---: | :---: | :---: |
|  | Six Months Ended June 30, 1995 compared with 1994 | Three Months Ended June 30, 1995 compared with 1994 |
| Net sales | 73.8\% | 79.1\% |
| Cost of sales | 55.7 | 60.9 |
| Selling, general and administrative expenses | (13.4) | (25.1) |
| Other income--net | (66.4) | (62.6) |
| Earnings (loss) before income tax provision | 214.4 | 178.2 |
| Income tax provision | * | 382.9 |
| Net earnings (loss) | 203.4 | 167.8 |

* Percentage not meaningful


## Sales

Net sales increased $73.8 \%$ from $\$ 19,534,290$ during the first six months of 1994 to $\$ 33,960,253$ during the first six months of 1995 . The Company attributes this increase primarily to increases in sales of packaged modules and transformers.

## Cost of Sales

Cost of sales as a percentage of net sales decreased 8.6\% from 82.3\% during the first six months of 1994 to $73.7 \%$ during the first six months of 1995 . The decrease in the cost of sales percentage is primarily attributable to increased sales, which resulted in better absorption of labor and overhead despite higher material costs associated with the manufacture of packaged modules, and the move to lower cost manufacturing facilities in the Far East.

## Selling, General and Administrative Expenses

The percentage relationship of selling, general and administrative expenses to net sales decreased from $34.1 \%$ for the first six months of 1994 to $17.0 \%$ for the first six months of 1995. The Company attributes the decrease primarily to the decrease in the absolute dollar amount of such expenses and to the increase in sales. Selling, general and administrative expenses decreased in dollar amount by $13.4 \%$. The Company attributes the decrease in the dollar amount of such expenses primarily to a $\$ 1,190,000$ charge related to severance costs and moving expenses associated with a certain subsidiary's move to lower cost production facilities during the first six months of 1994, offset in part by increases in commissions and other sales related expenses due to higher sales and the write off of certain expenses related to the unrealized acquisition of Pulse Engineering, Inc. during the first six months of 1995.

## Other Income and Expenses

Other income, consisting of earnings on cash equivalents and marketable securities offset by net realized losses on the sale of marketable securities, decreased by approximately $\$ 227,000$ from the first six months of 1994 to the first six months of 1995. This decrease is primarily due to the Company's and its Far East subsidiary's realizing approximately $\$ 95,000$ of losses from the sale of marketable securities during the first six months of 1995, lower earnings on invested funds due to lower average balances, and certain non-income generating securities owned in 1995.

Provision for Income Taxes

The provision for income taxes increased from $\$ 10,000$ for the first six months of 1994 to $\$ 304,000$ for the first six months of 1995. The Company attributes this change primarily to the earnings before income tax for the first six months of 1995 versus the loss before income tax during the first six months of 1994. The utilization of the United States and Far East net operating loss carryforward in 1995 reduced income taxes by approximately $\$ 208,000$ and had no impact in 1994.

Provision for Income Taxes (Continued)
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 and the utilization of tax benefits arising from the operating loss carryforward in the United States and the Far East.

Three Months 1995 vs. Three Months 1994

Sales
Net sales increased $79.1 \%$ from $\$ 10,110,328$ during the second quarter of 1994 to $\$ 18,110,282$ during the second quarter of 1995. The Company attributes this increase primarily to those reasons set forth in the six month analysis.

Cost of Sales
Cost of sales as a percentage of net sales decreased 8.4\% from 82.3\% during the second quarter of 1994 to $73.9 \%$ during the second quarter of 1995 . The Company attributes this decrease primarily to those reasons set forth in the six month analysis.

Selling, General and Administrative Expenses
The percentage relationship of selling, general and administrative expenses to net sales decreased $23.7 \%$ from the second quarter of 1994 to the second quarter of 1995 and selling, general and administrative expenses decreased in dollar amount by $25.1 \%$. The Company attributes these decreases to those reasons set forth in the six month analysis.

Other Income and Expenses
Other income for the second quarter of 1995 compared to the second quarter of 1994 decreased in dollar amount by $62.6 \%$ due to those reasons set forth in the six month analysis.

Provision for Income Taxes
The provision for income taxes increased from $\$ 41,000$ for the second quarter of 1994 to $\$ 198,000$ for the second quarter of 1995 due primarily to those reasons set forth in the six month analysis.

Historically, the Company has financed its capital expenditures through operating cash flows. In addition, the capital base was enhanced in prior years as a result of public offerings of common stock by the Company and, in 1992, by the sale of a facility in Hong Kong. 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.

The Company has lines of credit, all of which were unused at June 30, 1995, in the aggregate amount of $\$ 5,000,000$, of which $\$ 3,000,000$ is from domestic banks and \$2,000,000 is from foreign banks.

From October 3, 1994 through November 8, 1994, the Company acquired in the market 531, 400 Class A Voting Common Shares of Pulse Engineering, Inc. ("Pulse"), representing approximately $9.7 \%$ of Pulse's outstanding shares at a cost of $\$ 2,464,839$.

On April 19, 1995 the Company proposed, subject to a definitive merger agreement, to acquire all of Pulse's common stock. The Company's offer involved the issuance of stock ( 0.73 shares of the Company's Common Stock for each Pulse share) and contingent value rights (assuring that such 0.73 share interest would produce at least $\$ 8.00$ of value within three years) and the partial spin-off of certain assets associated with Pulse's Spectrum business.

On July 20, 1995, Pulse announced that its Board of Directors had accepted a revised offer from Technitrol, Inc. ("Technitrol"), to acquire all of Pulse's outstanding common stock at a per share price of $\$ 4.25$ per share in cash plus
. 2906 shares of Technitrol common stock, subject to certain adjustments. Pulse and Technitrol have signed a definitive agreement, although that transaction has not closed.

As of the date hereof, the Company had made no decision regarding the steps that it may take with respect to its Pulse shares.

During June, 1995, the Company's Far East subsidiary acquired 22,000 square feet of additional production facilities for approximately $\$ 3,200,000$ in cash The Company estimates that approximately $\$ 195,000$ will be required to refurbish the facility.

During the first six months of 1995, the Company's cash and cash equivalent position declined by $\$ 148,000$, principally reflecting $\$ 5.7$ million in purchases of fixed assets (including the above mentioned production facilities) and repayment of $\$ 300,000$ of long-term debt, offset by $\$ 3.2$ million provided by operating activities, the proceeds of approximately $\$ 2.4$ million from the sale of marketable securities and $\$ 217,000$ from the exercise of stock options.

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 1995 or 1994.

The Company's shareholders' equity increased by $\$ 4.4$ million from December 31, 1994 to June 30, 1995, reflecting the Company's first six months profit of $\$ 3.0$ million, a reduction of the net unrealized loss on marketable securities of $\$ 1.2$ million and the exercise of incentive stock options.

Cash, accounts receivable and marketable securities comprised approximately $35.3 \%$ and $35.7 \%$ of the Company's total assets at June 30, 1995 and December 31, 1994, respectively. The Company's current ratio (i.e., the ratio of current assets to current liabilities) was 3.9 to 1 and 5.1 to 1 at June 30 , 1995 and December 31, 1994, respectively.

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

The Company's annual meeting of security holders was held on May 25, 1995. 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:

Daniel Bernstein: 4,112,100 votes for, 38,059 withheld
David Olsan: 4,106,490 votes for, 43,669 withheld
There were -0- abstentions and -0- broker non-votes.
Item 6. Exhibits and Reports on Form 8-K
(a) Exhibits: None
(b) There were no Current Reports on Form 8-K filed by the registrant during the quarter ended June 30, 1995.

## SIGNATURES

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, 1995 AND THE SIX MONTHS THEN ENDED AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1

> YEAR
> DEC-31-1995
> JUN-30-1995
> 2,694,924
> 6,885,314
> 11,173,587
> 82, 000
> 9,778,309
> 30,875,569
> 44,400,484
> 17, 857, 311
> 58, 630,343
> 7,975,174
> 501, 782
> 0
> 0
> 49, 827,387
> 58,630,343
> 33, 960, 253
> 33,960,253
> 30, 797, 839
> 0
> 3, 111
> 3,274,307
> 304, 000
> 0
> $0^{0}$
> 2,970,307
> 60
> 0


[^0]:    See notes to consolidated financial statements.

[^1]:    See notes to consolidated financial statements.

