



# 4<sup>th</sup> Quarter and Full Year 2016 Earnings Call

*March 14, 2017*

*CUI Global, Inc.*

## **Presented by**

**William J. Clough**

President & Chief Executive Officer

**Daniel N. Ford**

Chief Financial Officer & Chief Operating Officer,  
Energy Division

***NASDAQ:CUI***

## Forward-Looking Statements

*This document contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements are subject to risks and uncertainties that could cause actual results to vary materially from those projected in the forward-looking statements.*

*The company may experience significant fluctuations in future operating results due to a number of economic, competitive, and other factors, including, among other things, our reliance on third-party manufacturers and suppliers, government agency budgetary and political constraints, new or increased competition, changes in market demand, and the performance or reliability of our products.*

*These factors and others could cause operating results to vary significantly from those in prior periods, and those projected in forward-looking statements. Additional information with respect to these and other factors, which could materially affect the company and its operations, are included in certain forms the company has filed with the Securities and Exchange Commission.*

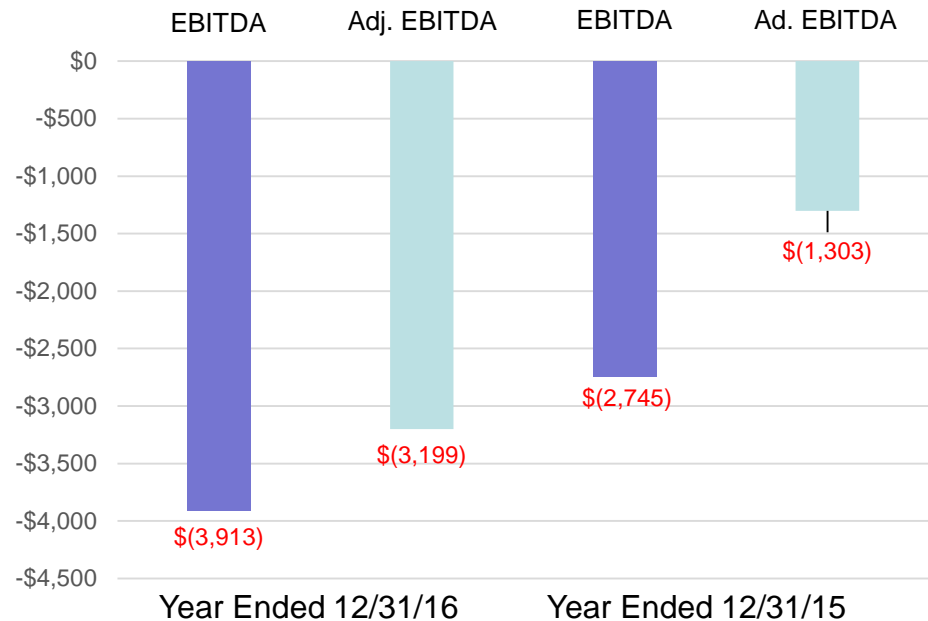
# Fourth Quarter and Full Year 2016 Summary

For the year Ended December 31,			For the 3 Months Ended December 31,		
	<u>2016</u>	<u>2015</u>		<u>2016</u>	<u>2015</u>
Revenue	\$86.5M	\$86.2M	Revenue	\$19.4M	\$21.9M
Gross Profit	\$32.3M	\$32.3M	Gross Profit	\$6.5M	\$8.5M
Gross Profit %	37%	37%	Gross Profit %	33%	39%
SG&A (% of sales)	40%	38%	SG&A (% of sales)	41%	39%
Consolidated Net (loss)	\$(7.3)M	\$(6.0)M	Consolidated Net (loss)	\$(2.6)M	\$(1.3)M
Adjusted Net income (loss)	\$(5.2)M	\$(2.9)M	Adjusted Net income (loss)	\$(2.6)M	\$(0.7)M

- Revenue for the full fiscal year of 2016 increased to \$86.5 million from \$86.2 million in the previous year
- For the fourth quarter of 2016, revenue decreased to \$19.4 million from \$21.9 million in the fourth quarter of 2015
- Gross profit margin in 2016 was unchanged at 37% compared to 2015
- Gross profit margin for the fourth quarter of 2016 was 33% compared to 39% in the same period of 2015
- Consolidated net loss for 2016 was \$(7.3) million, or \$(0.35) per share, versus \$(6.0) million, or \$(0.29) per share
- Consolidated net loss for the fourth quarter of 2016 was \$(2.6) million, or \$(0.12) per share, versus \$(1.3) million, or \$(0.06) per share in the same period of 2015
- Cash and cash equivalents were \$4.6 million
- Power and Electromechanical segment unaudited backlog was \$18.1 million as of December 31, 2016
- Energy segment unaudited backlog was \$12.1 million as of December 31, 2016

# EBITDA Comparison

- EBITDA for the full year 2016 was \$(3.9) million versus EBITDA of \$(2.7) million for the full year 2015.
- Adjusted EBITDA for the full year 2016 was \$(3.2) million versus adjusted EBITDA of \$(1.3) million for the full year 2015.



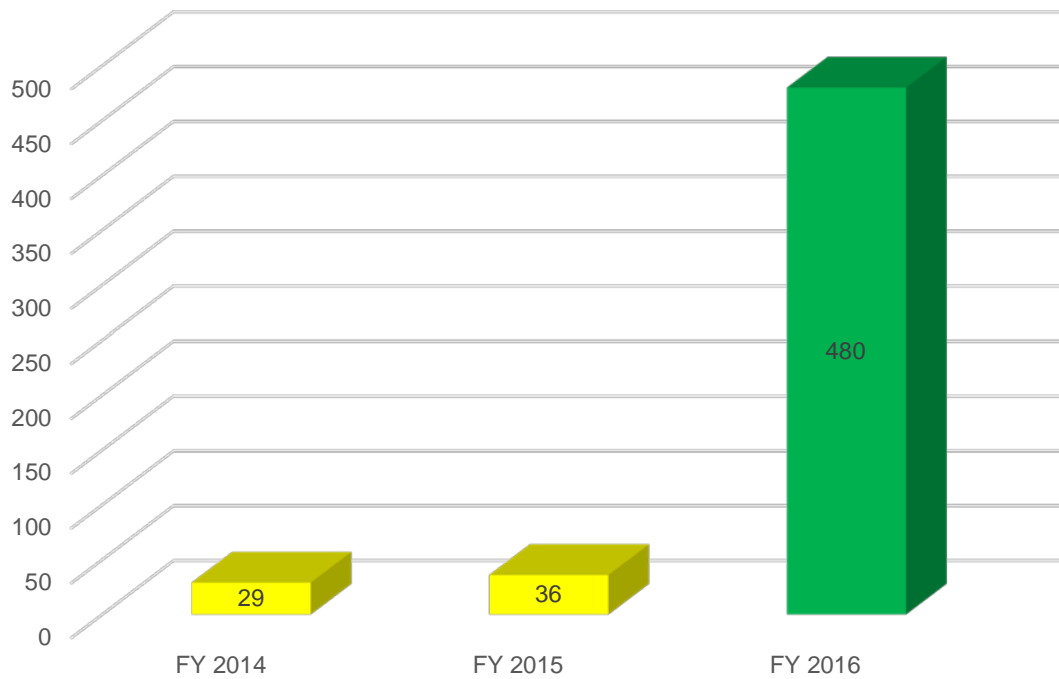
*In thousands*

# Fourth Quarter 2016 Financial Overview

- Gross profit was \$6.5 million, or 33% for the quarter ended December 31, 2016 versus \$8.5 million, or 39% in the same period of 2015
  - Power and Electromechanical segment generated a gross margin of 32% for the fourth quarter 2016
  - Energy segment generated gross profit margins of 36% for the fourth quarter 2016
- SG&A increased as a percentage of revenues from 39% in Q4 2015 to 41% in Q4 2016
- The business generated negative cash flow from operations of \$0.8 million during 2016 versus negative cash flow from operations of \$(6.4) million during the same period in 2015
- Net loss of \$(2.6) million for the quarter ended December 31, 2016 versus a net loss of \$(1.3) million in the same period of 2015
- At December 31, 2016, CUI Global held cash and cash equivalents of \$4.6 million
- 20,916,848 common shares outstanding as of December 31, 2016 compared to 20,806,219 at December 31, 2015

# GasPT<sup>®</sup> Sales (Historical)

GasPT Sales [#'s]



**William J. Clough, Esq**

President & CEO

[wclough@cuiglobal.com](mailto:wclough@cuiglobal.com)

**VOX:** 503-612-2307

**FAX:** 503-612-2385

**MOB:** 925-989-6651

**Daniel N. Ford**

CFO/COO, Energy Division

[dford@cuiglobal.com](mailto:dford@cuiglobal.com)

**VOX:** 503-612-2319

**FAX:** 503-612-2385

**MOB:** 503-504-1137

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cuiglobal.com