



2nd Quarter 2019 Earnings Call

August 9, 2019

CUI Global, Inc.

NASDAQ:CUI

Presented by

William J. Clough

President & Chief Executive Officer

Daniel N. Ford

*Chief Financial Officer & Chief Operating Officer,
Energy Division*

SEC Disclaimer

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.

Summary Financial Highlights*

	For the 3 months ended June 30,		For the 6 months ended June 30,	
	2019	2018	2019	2018
Total Revenues	\$22.8	\$23.1	\$45.8	\$45.1
Gross Profit	\$7.3	\$7.6	\$15.1	\$14.2
Gross Profit %	32.2%	33.0%	32.9%	31.5%
Loss from Operations	\$(2.5)	\$(4.2)	\$(5.5)	\$(7.9)

(\$'s in millions, except percentage data)

Segment Gross Margin and Backlog

Power & Electromechanical segment:

- Total Q2 revenues: \$16.6 million
 - 33.9% gross margin in Q2
- Unaudited backlog of \$19.2 million at June 30, 2019
 - Compared to \$21.8 million at December 31, 2018

Energy segment:

- Total Q2 revenues: \$6.3 million
 - 27.5% gross margin in Q2
- Unaudited backlog of \$11.8 million at June 30, 2019
 - Compared to \$15.7 million at December 31, 2018

Note: CUI Global has filed a Form 12b-25 with the Securities and Exchange Commission for an automatic five-day extension to file its Quarterly Report on Form 10-Q for the quarter ended June 30, 2019. The Company requires additional time to resolve non-cash issues related to the valuation of its investment in VPS. As a result, the Company is reporting in the financial performance summaries for the second quarter and first half of 2019 shown in this presentation, revenue, gross profit, loss from operations and cash and cash equivalents but not consolidated net loss, loss per diluted share and Adjusted EBITDA.

Balance Sheet Highlights

(\$ in Millions)

As at June 30, 2019

Cash, cash equivalents and restricted cash	\$3.2
Total Debt	\$11.8
Shareholders' Equity	\$38.8



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