

CUI GLOBAL

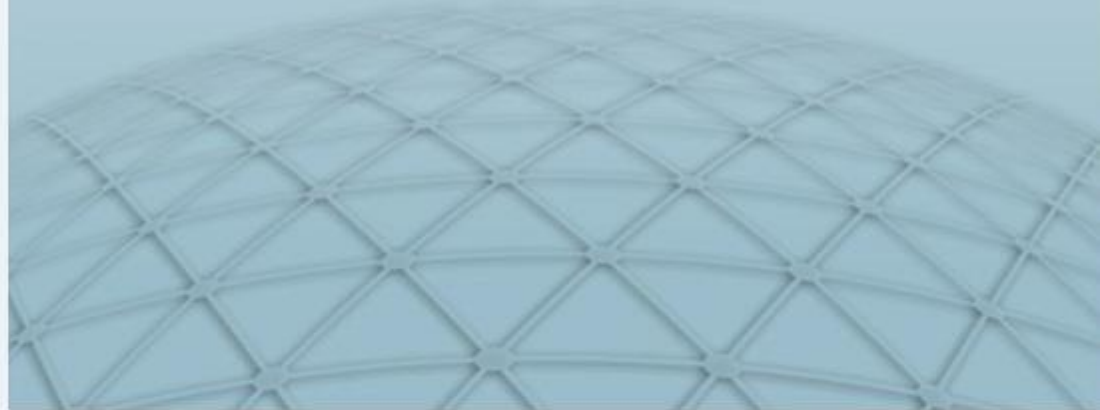
1st Quarter 2016 Earnings Call

May 10, 2016
NASDAQ:CUI

Presented by

William Clough
President & CEO

Daniel Ford
CFO/COO Energy Division



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.

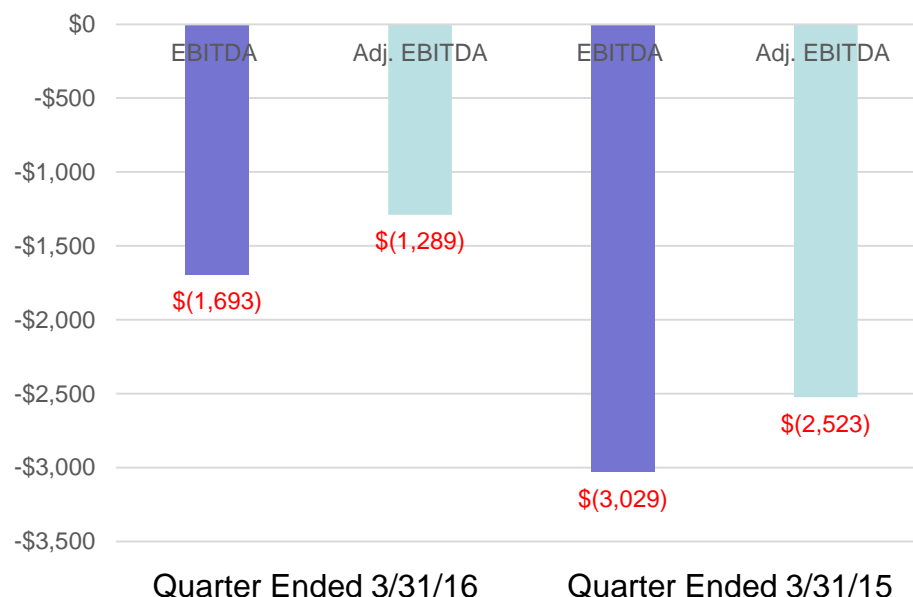
First Quarter 2016 Summary

For the 3 Months Ended March 31,		
	2016	2015
Revenue	\$20.7M	\$16.6M
Gross Profit	\$8.0M	\$6.2M
Gross Profit %	39%	37%
SG&A (% of sales)	45%	52%
Consolidated Net (loss)	\$(2.7)M	\$(4.1)M
Adjusted Net (loss)	\$(2.0)M	\$(3.0)M

- For the first quarter, our revenues increased 24% to \$20.7 million, as compared to \$16.6 million in the first quarter of 2015
- Gross Profit margin was 39%, as compared to 37%
- Consolidated net loss of \$(2.7) million or \$(0.13) per share versus \$(4.1) million or \$(0.20) per share
- Cash and cash equivalents were \$6.4 million
- Power and Electromechanical segment unaudited backlog was \$19.5 million as of March 31, 2016
- Energy segment unaudited backlog was \$16.8 million as of March 31, 2016

First Quarter 2016 EBITDA Comparison

- EBITDA loss for the first quarter of 2016 was \$(1.7) million or \$(0.08) per share versus EBITDA loss of \$(3.0) million or \$(0.15) per share for the first quarter of 2015.
- Adjusted EBITDA loss for the first quarter of 2016 was \$(1.3) million or \$(0.06) per share versus adjusted EBITDA loss of \$(2.5) million or \$(0.12) per share for the first quarter 2015.



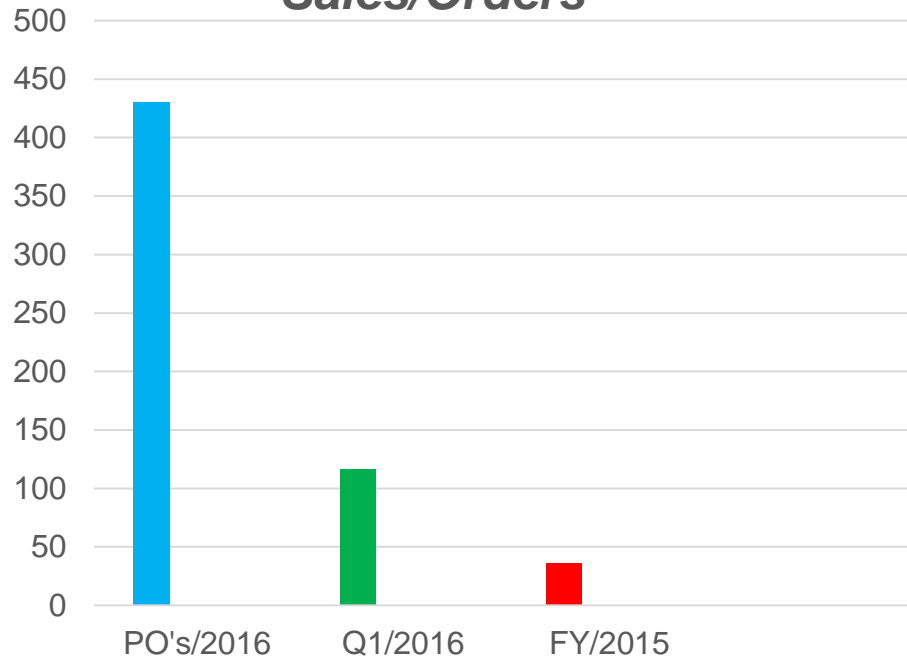
In thousands

First Quarter 2016 Financial Overview

- Gross profit was \$8.0 million, or 39% for the quarter ended March 31, 2016 versus \$6.2 million, or 37% in the same period of 2015
 - Power and electro-mechanical segment generated a gross margin of 36% for the first quarter 2016
 - Energy segment generated gross profit margins of 44%
- SG&A decreased as a percentage of revenues from 52% in Q1 2015 to 45% in Q1 2016
- Operating requirements generated negative cash flow from operations of approximately \$(0.4) million during the first quarter of 2016 versus negative cash flow from operations of approximately \$(1.5) million during the first quarter of 2015
- Net loss of \$2.7 million for the quarter ended March 31, 2016 versus a net loss of \$4.1 million in the same period of 2015
- As of March 31, 2016, CUI Global held cash and cash equivalents were \$6.4 million
- 20,879,507 common shares outstanding as of March, 31 2016 compared to 20,806,219 for the 2015 year end

GasPT[®] Sales in Q1 2016

GasPT Comparative Sales/Orders



- **PO's FY 2016:**
430
- **Q1 2016 Sales:**
116
- **FY 2015 Sales:**
36



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