



# **The LGL Group, Inc.**

**(AMEX: LGL)**

***Q2 2012 Earnings Report***  
***August 9, 2012 – 11:00 a.m. ET***

This document includes certain “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995. These statements are based on management’s current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from these expectations. These risks and uncertainties are described in more detail in The LGL Group’s filings with the Securities and Exchange Commission.

In addition, non-GAAP financial measures may be presented. Management believes the non-GAAP financial information provided is useful to investors’ understanding and assessment of our ongoing core operations and prospects for the future. The presentation of this non-GAAP financial information is not intended to be considered in isolation or as a substitute for results prepared in accordance with GAAP. Management uses both GAAP and non-GAAP information in evaluating and operating the business internally and as such has determined that it is important to provide this information to investors.

## Publicly traded global corporation

Formed in 1917

IPO in 1946

MtronPTI subsidiary 1965



\$32 million

TTM annual revenue June 30, 2012

Global revenue

50% overseas

\$5.60

Stock price 8/3/2012

\$9.89

52-week high

\$14.6 million

market capitalization

\$7.9 million

available cash June 30, 2012

\$2.1 billion

total annual worldwide market

## LGL's MtronPTI brand serves high end essential applications in diverse markets including Internet Communications Technology (ICT), Mil / Aero, and Instrumentation

### Balanced Demand

- **High growth, ICT infrastructure** driven by video, smart phones and tablet internet access
- **Long production life Mil / Aero and Instrumentation** applications driven by macro economics, not consumers

### High Value IP

- **History of crystal technology firsts** – the foundation of precision timing technology
- **Extensive high frequency filter design experience** – RF and Microwave

### Enabling Efficiencies

- **Multiple US sites** share common practices, proof engineering processes and pilot production runs
- **India manufacturing** provides low cost, even for high performance product

### Strong Margins

- **Margin protection** – high performance / high value / high rel / harsh environment application targets
- **Experienced / proven supplier management and internal processes** drive lower cost structure

### Growth Opportunities

- Long standing relationships with **industry leaders** (across all markets)
- **Well positioned to gain share** from shifts to high precision **packet-based timing** and **tunable filters**

\$7.6M revenues  
(21%) down compared to Q2 2011,  
*but sequentially **up 5.7%** compared to Q1 2012*

26.5% gross margin  
(5.3) percentage point change compared to Q2 2011  
*but sequentially **up 4.2 percentage points** compared to Q1 2012*

(\$0.08) loss per share; \$0.15 better than Q1 2012

**New orders soft** for ICT segment; **some improvement** within the MISA segments

\$9.5M backlog at end of Q2 2012, **7% increase** compared to Q1 2012

**Held all major clients...** *Increased position at some*  
**Engineering backlog remains active**

Some scheduling pull-ins for Mil/Aero/Instrumentation

## **Overall weak macroeconomic climate**

- major clients and prospects sit on the sidelines
- delay microelectronics expense

## **Newer technologies (ex. 4G) taking longer to coalesce**

- further delaying orders

## **Key competitors impacted as well**

- believe we've held share; gained in some

## **Analysts suggest semiconductor recovery second half of 2012**

**Positioned well to benefit from this anticipated pick-up**

**Strong operating leverage**

*PC Mag.com, April 30, 2012*

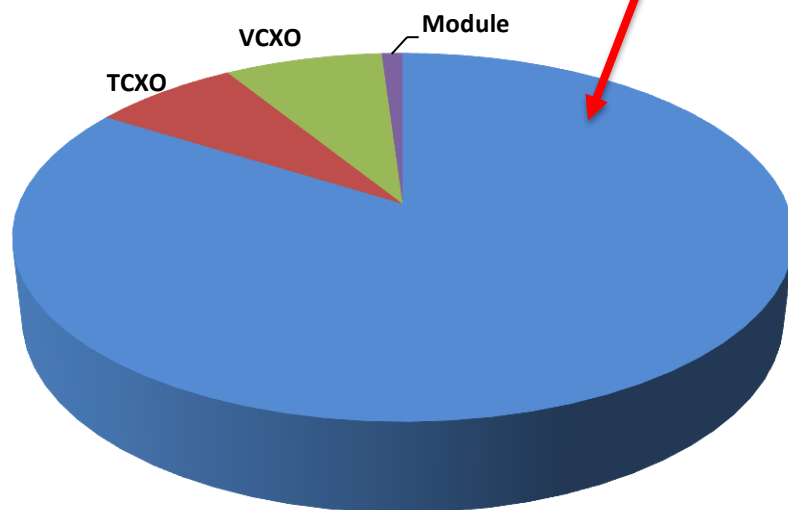
### **MORE GROWTH FORECAST for 2012**

"The current semiconductor cycle, which started mid-2011, will bottom out in the second quarter of 2012 and fab utilization rates will pick up and accelerate in the second half of this year," IDC analyst Mali Venkatesan said. "Overall, IDC expects 2012 semiconductor revenue growth to be in the 6 to 7 percent range."

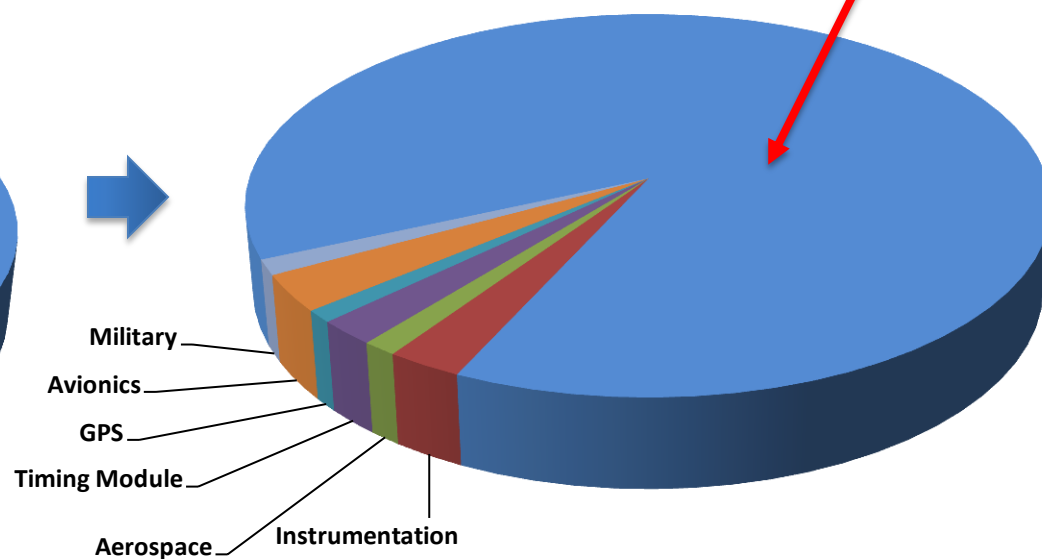
**\$98M TAM<sub>2012</sub> , growing at 18% CAGR to \$162M<sub>2015</sub>**

Source: company projection; Heavy Reading's Ethernet Backhaul Quarterly Tracker Service, October 2011

***Incoming engineering requests  
focused on high stability OCXO***



***Near term oscillator bookings  
4G / LTE support: Sync E, IEEE1588***

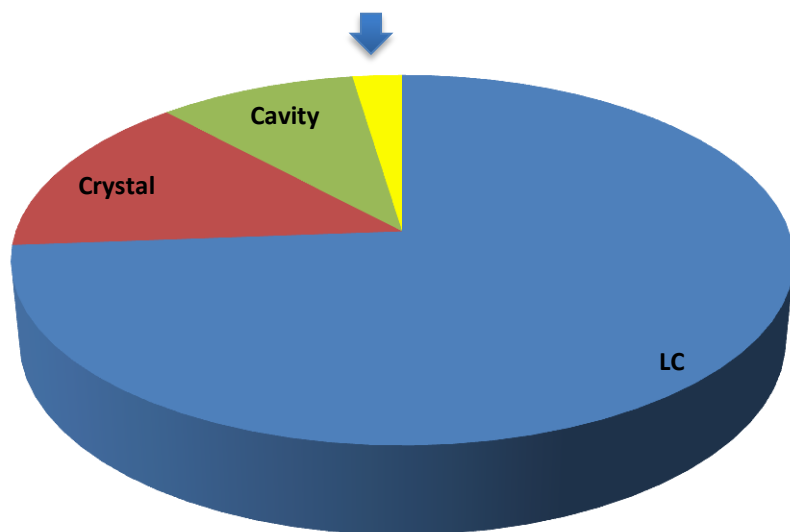


# Focused investments: tunable filter for SDR demand

**\$30M TAM<sub>2012</sub> , growing at 10% CAGR to \$44M<sub>2016</sub>**

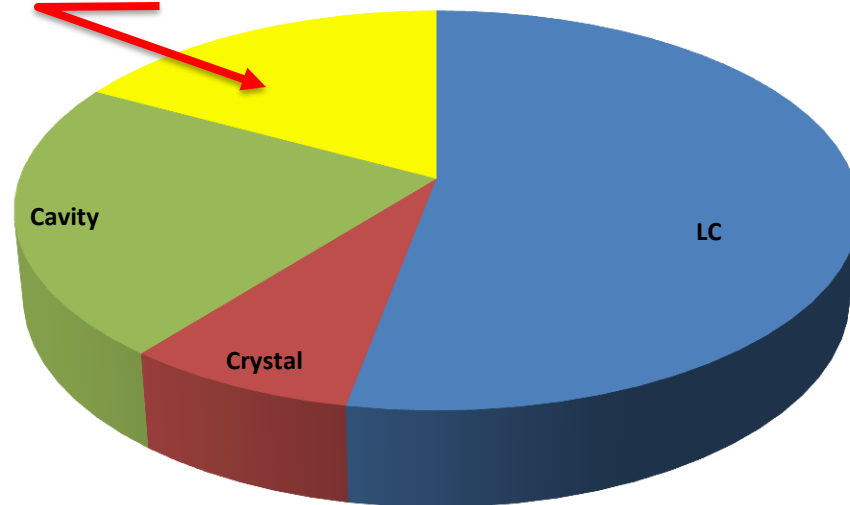
Source: company projection;

**2012: tunable projects start**

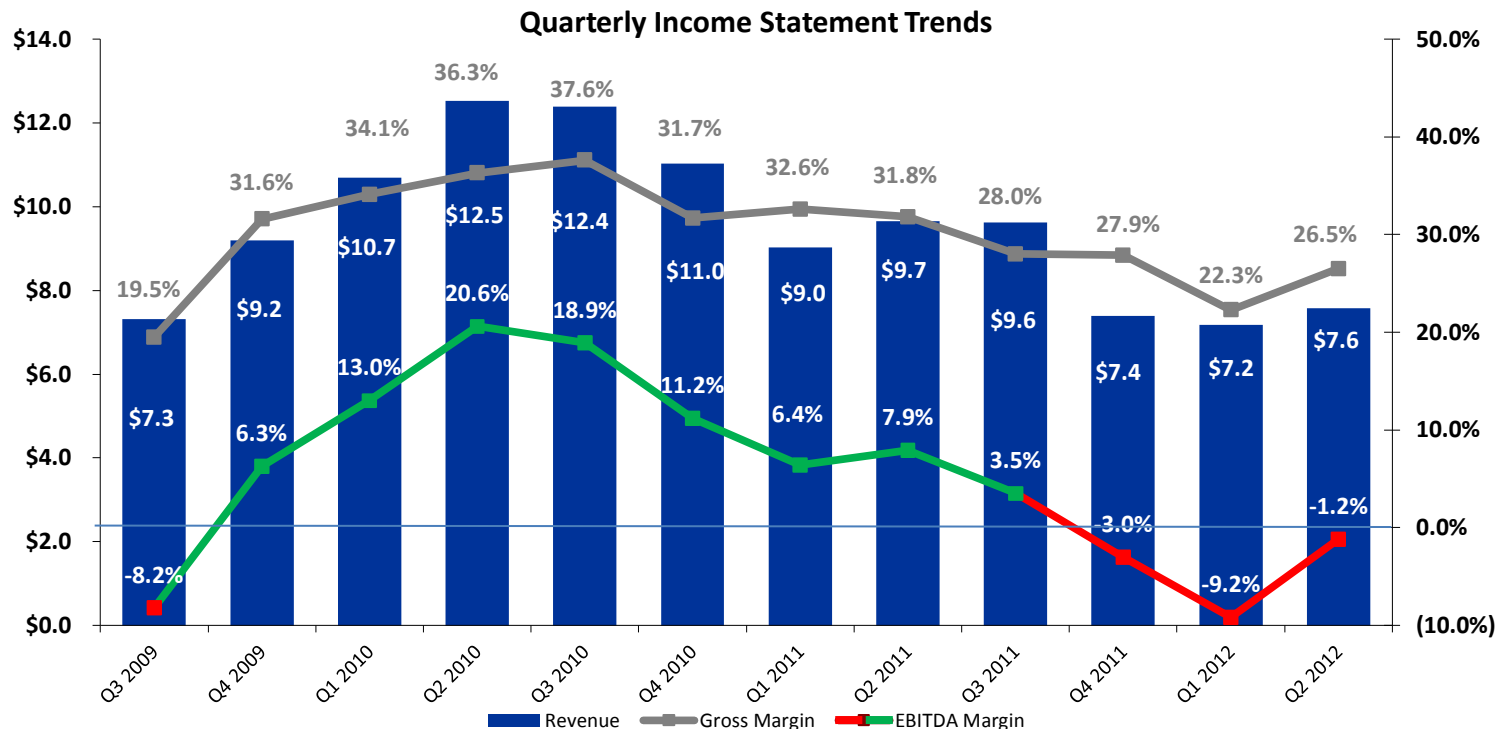


**Near term filter bookings**

***tunable growing rapidly***







## Capital Position as of June 30, 2012

|                               |          |
|-------------------------------|----------|
| Total Assets                  | \$ 31.4M |
| Net Working Capital           | 16.9M    |
| Cash Adjusted Working Capital | 8.1M     |
| Cash and Cash Equivalents     | 11.9M    |
| Total Debt                    | 2.7M     |
| Shareholder's Equity          | 24.9M    |

# Well-positioned for growth

## Capital position strong

moving forward to execute on both organic and JV/M&A strategies

## Retained all major clients

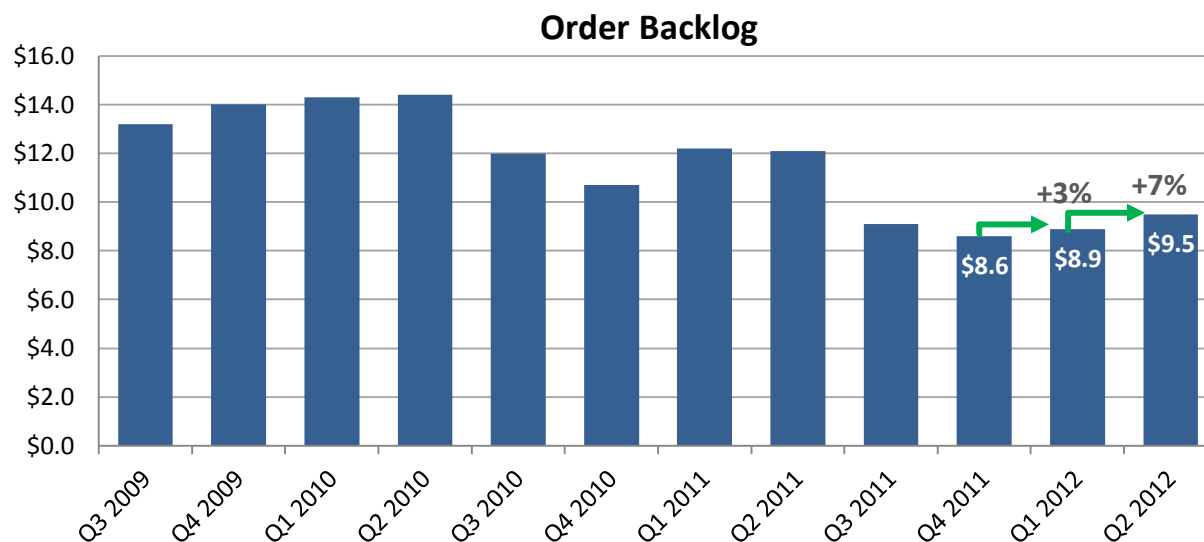
despite decline in their overall orders

## Key components in major clients' systems

very "sticky" with high switching costs

## Added new major clients

great promise in 4G worldwide market





# GAAP to Non-GAAP Reconciliation

## Reconciliation of earnings before taxes (GAAP) to EBITDA (non-GAAP)

| (000's except percentages)          | Q3 2009         | Q4 2009       | Q1 2010         | Q2 2010         | Q3 2010         | Q4 2010         | Q1 2011       | Q2 2011       | Q3 2011       | Q4 2011         | Q1 2012         | Q2 2012        |
|-------------------------------------|-----------------|---------------|-----------------|-----------------|-----------------|-----------------|---------------|---------------|---------------|-----------------|-----------------|----------------|
| Revenue                             | \$ 7,321        | \$ 9,201      | \$ 10,701       | \$ 12,535       | \$ 12,397       | \$ 11,023       | \$ 9,020      | \$ 9,646      | \$ 9,629      | \$ 7,387        | \$ 7,174        | \$ 7,582       |
| Earnings (loss) before taxes (GAAP) | (958)           | 324           | 1,094           | 2,275           | 2,067           | 1,042           | 380           | 540           | 91            | (444)           | (859)           | (326)          |
| Add: interest expense (income)      | 103             | 118           | 105             | 112             | 71              | 16              | 12            | 29            | 41            | 27              | 27              | 28             |
| Add: depreciation and amortization  | 255             | 142           | 189             | 192             | 202             | 174             | 187           | 190           | 208           | 199             | 169             | 204            |
| <b>EBITDA (Non-GAAP)</b>            | <b>\$ (600)</b> | <b>\$ 584</b> | <b>\$ 1,388</b> | <b>\$ 2,579</b> | <b>\$ 2,340</b> | <b>\$ 1,232</b> | <b>\$ 579</b> | <b>\$ 759</b> | <b>\$ 340</b> | <b>\$ (218)</b> | <b>\$ (663)</b> | <b>\$ (94)</b> |
| EBITDA as % of revenue              | -8.2%           | 6.3%          | 13.0%           | 20.6%           | 18.9%           | 11.2%           | 6.4%          | 7.9%          | 3.5%          | -3.0%           | -9.2%           | -1.2%          |

## Computation of adjusted working capital

| (000's)                         | 6/30/2012       |
|---------------------------------|-----------------|
| Accounts receivable, net        | \$ 4,390        |
| Inventory, net                  | 5,900           |
| Less: accounts payable          | (2,182)         |
| <b>Adjusted working capital</b> | <b>\$ 8,108</b> |

The Company uses non-GAAP additional measures of operating results, net earnings and earnings per share adjusted to exclude certain costs, expenses, gains and losses we believe appropriate to enhance an overall understanding of our past financial performance and also our prospects for the future. These adjustments to our GAAP results are made with the intent of providing both management and investors a more complete understanding of the underlying operational results and trends and our marketplace performance. For example, the non-GAAP results are an indication of our baseline performance before gains, losses or other charges that are considered by management to be outside of our core business segment operational results. The presentation of this additional information is not meant to be considered in isolation or as a substitute for net earnings or diluted earnings per share prepared in accordance with generally accepted accounting principles in the United States.

## Working through cycle toward growth



Major clients reporting market softness



Repeat orders from existing contracts sluggish



Starting to see **modest improvement in backlog**



**Solid working capital position**



**Strong design backlog** for engineering



Semiconductor industry predicting **growth in H2**



## Working through cycle toward growth



**Strong capital position**  
**Experienced management team**  
**JV/M&A opportunities**



**~50 years experience**  
**Blue chip clients**  
**Diverse markets**  
**World-class team**

**Quality certified, low cost worldwide manufacturing**

**Industry leading technology, reliability, convenience, support**





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