

BURNHAM HOLDINGS

PERFORMANCE PROVEN • TECHNOLOGY FORWARD

21st Annual Emerald Groundhog Day Investment Forum
Philadelphia, PA
February 6, 2014

OTC: BURCA

Statements in this presentation that are not historical are “forward-looking statements” and are subject to change. These statements are subject to risks and uncertainties that could cause the Company’s actual operating results to differ materially from those contemplated by the forward-looking statements. Certain non-GAAP financial measures may also be used. For further information on risk factors affecting the Company’s business, or reconciliation to appropriate GAAP measures, please refer to our most recent annual and quarterly reports available on our website at www.burnhamholdings.com. The company expressly disclaims any obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

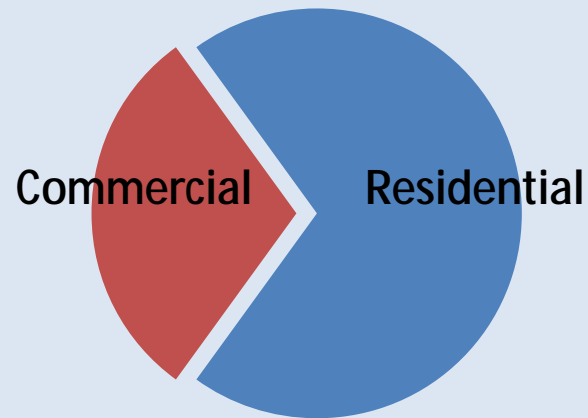
Burnham Holdings, Inc. (“BHI”) is a holding company owning multiple, separate subsidiaries that each do business in the HVAC industry. All products, services and related activities referred to herein are the products, services and related activities of the applicable subsidiary, and not of BHI.

"...Leaders in Providing Thermal Solutions to Residential, Commercial, and Industrial Applications..."



Commercial Markets:

- Ø Schools
- Ø Office
- Ø Healthcare
- Ø Military Bases
- Ø Hospitality
- Ø Energy & Industry



Residential Markets:

- Ø Single Family
- Ø Multi-Family/Condos
- Ø Mobile Homes

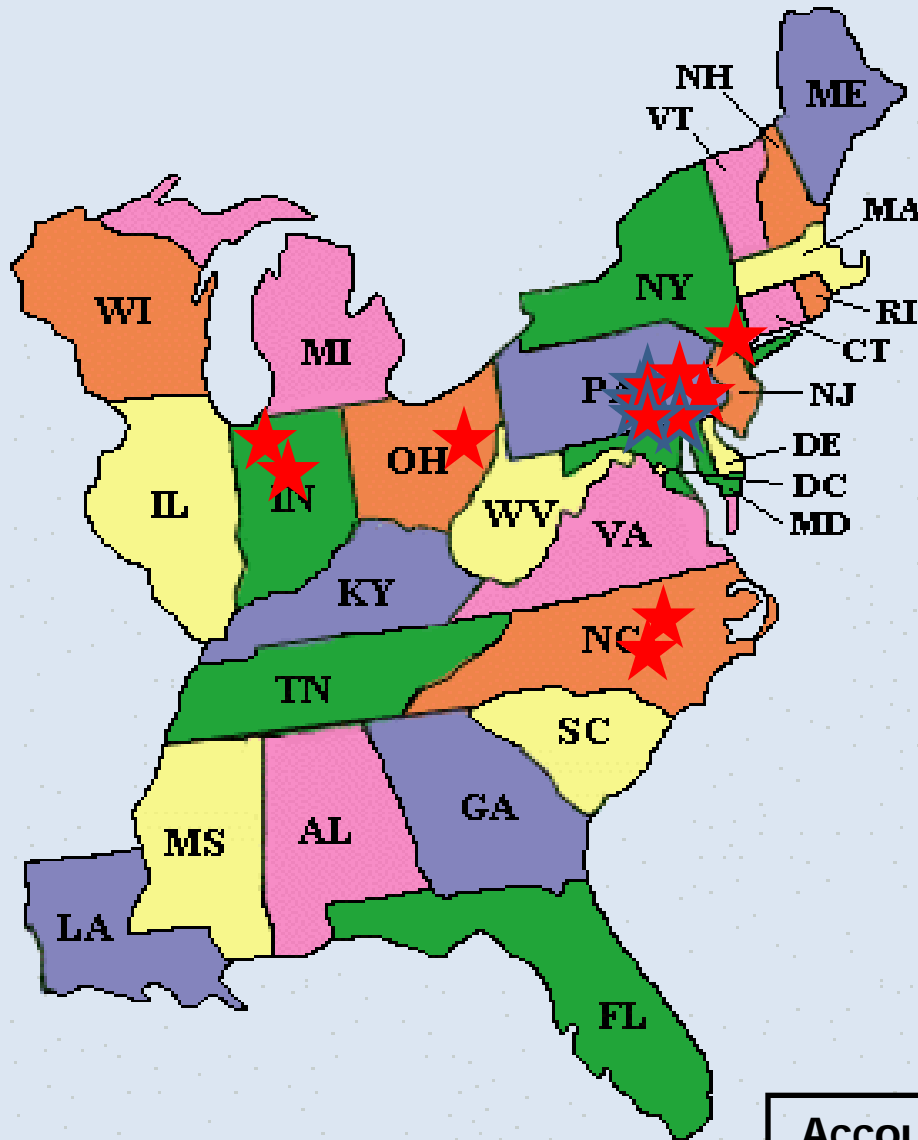
BURNHAM HOLDINGS, INC.

HDQ: LANCASTER, PA

OTC: BURCA

MARKET CAP: \$85MM

YE Pr: \$19.00/sh Div: \$0.80/sh



Residential Businesses

- U.S. Boiler Co. - PA
- Crown Boiler Co. - PA
- New Yorker Boiler Co. - PA
- Governale Company - NYC
- Thermo Products – IN & NC

Commercial Businesses

- Bryan Steam, LLC - IN
- Burnham Commercial - PA
- Thermal Solutions Products - PA

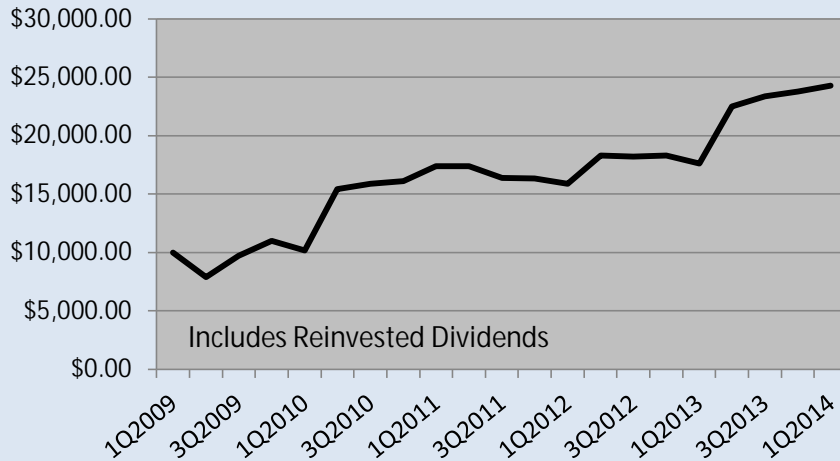
Supporting Businesses

- Casting Solutions, LLC - OH
- Lancaster Metal Manuf. - PA
- Norwood Manufacturing - NC

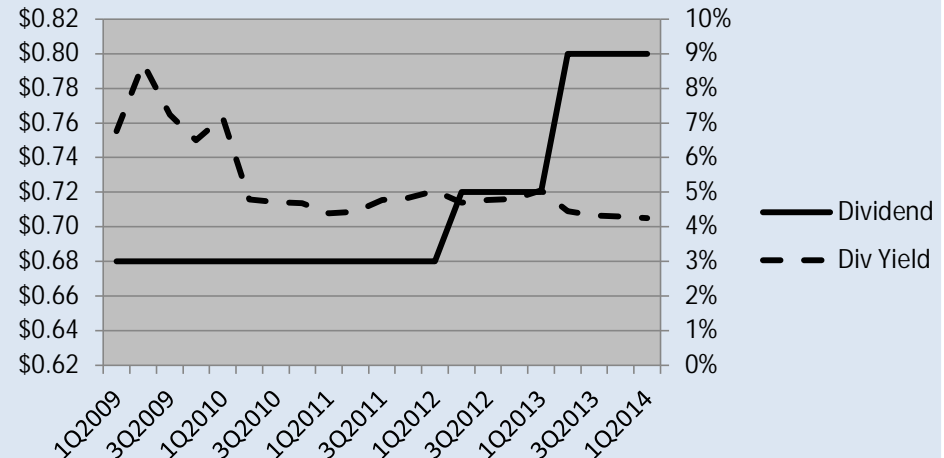
Accountability at Individual Business Level

Increasing Shareholder Value...

\$10,000 Investment on Jan 1, 2009



Annual Dividend & Yield



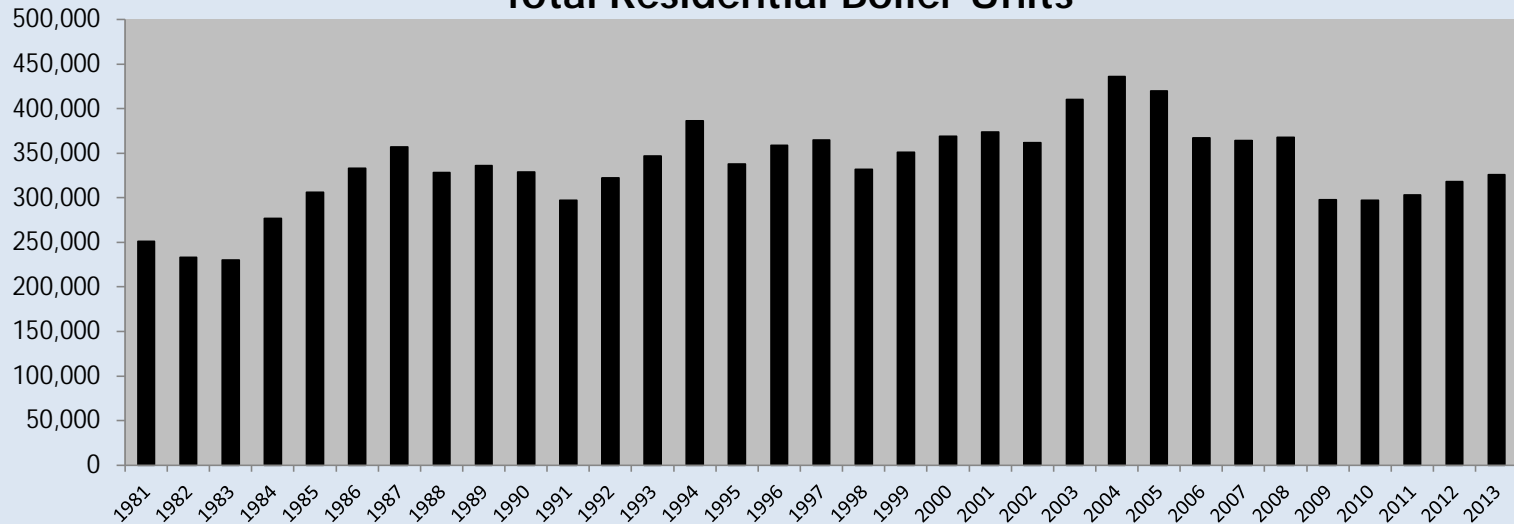
**Annualized Rate
of Return**

One Year	35%
Three Year	13%
Five Year	22%

**18% Dividend
Growth in Last 2
years**

Five Year Gain of 143% with Attractive Dividend Yield

Total Residential Boiler Units



Residential Market Statistics

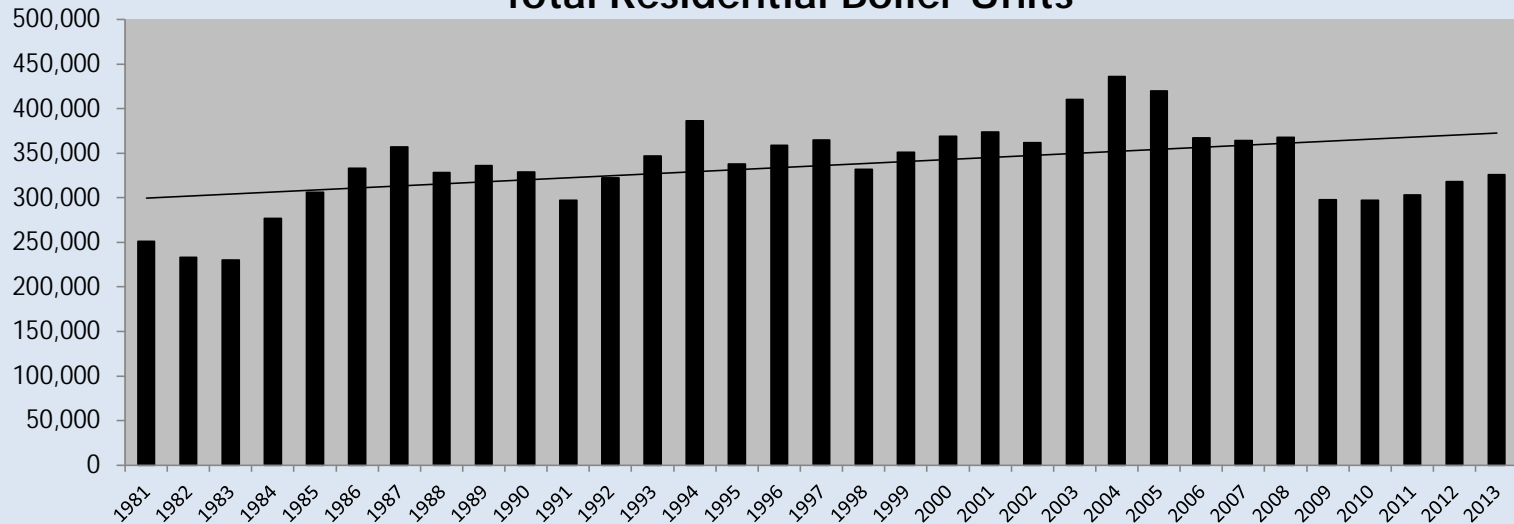
- Installed Boiler Base approx. 10mm Units
- 2012 Annual Volume was 315,000 Units

Market Drivers

- Rebates on High Efficiency Equipment
- Oil to Gas Conversions
- Consumer Confidence
- Existing Home Sales in NE
- Remodeling Activity
- Weather

**Significant Market Share of Cyclical Market
with Large Installed Base**

Total Residential Boiler Units



Residential Market Statistics

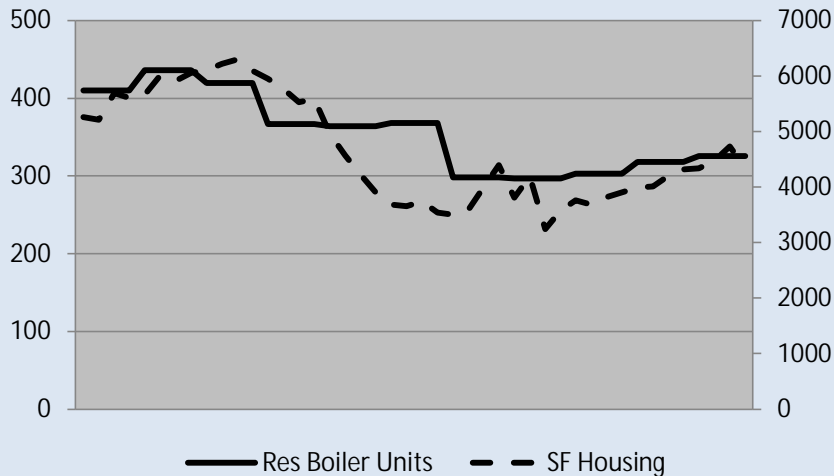
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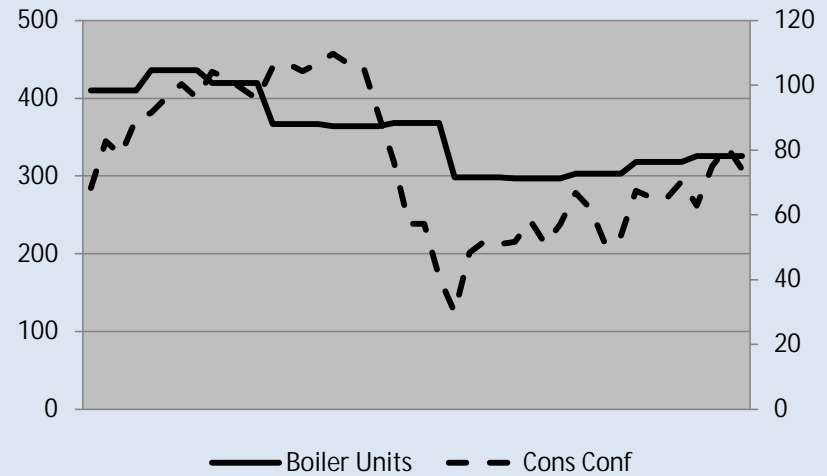
**Significant Market Share of Cyclical Market
with Large Installed Base**

US Ex SF Home Sales v Res Boiler Units
2003-2013



SOURCE: National Association of Realtors; The PNC Financial Services Group

US Cons Conf. Index v Res Boiler Units
2003-2013



SOURCE: Conference Board, The PNC Financial Services Group

Residential Boiler Industry Tracks General Economic Cycle, Specifically Existing Home Sales and Consumer Confidence



Positioning

- Limited product line
- Solid performance
- Value price point
- Complement to U.S. Boiler brand

Positioning

- Broad Product Line
- Basic technology
- Mid-Size distributors
- Inventory availability
- Customized Service

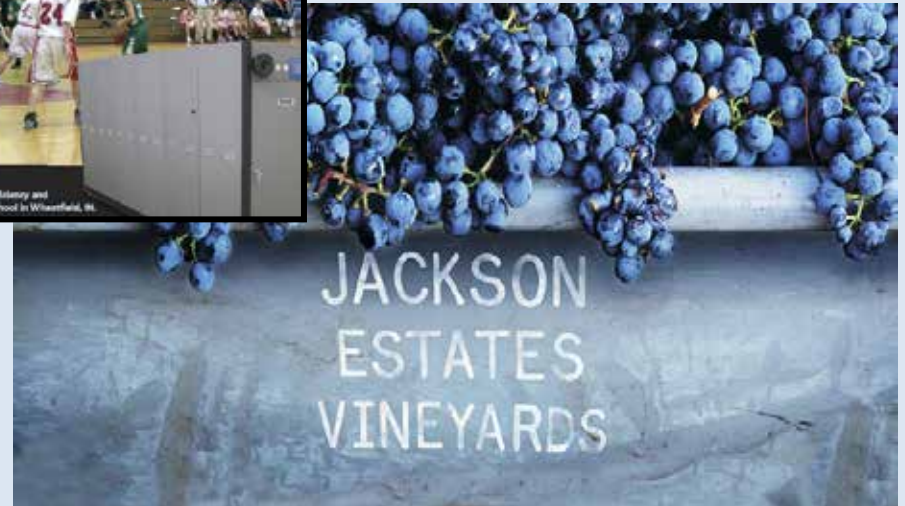
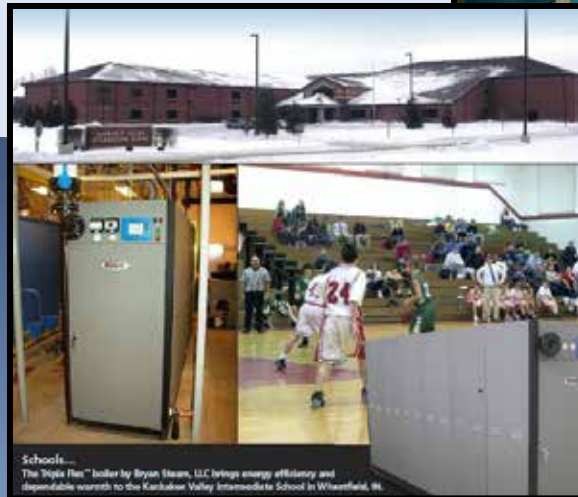
Positioning

- Ø Broadest product line
- Ø Premium price point
- Ø Advanced technology
- Ø Tier 1 distributors
- Ø Extensive field support

Distinct Brand Strategy for Variable Customers and Markets

Commercial Product Applications:

- Office/Commercial Buildings
- Hospitality/Hotels
- Schools & Institutional Facilities
- Hospitals & Military Bases
- Stadiums
- Domestic Hot Water Applications





Positioning

- Ø Broad array of cast iron and steel products
- Ø Competitive price points
- Ø Extensive distribution & Rep Force

Positioning

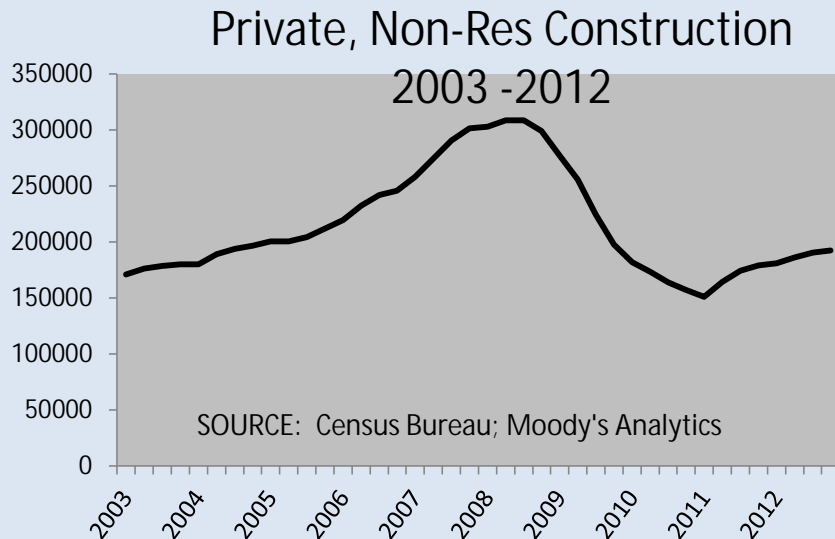
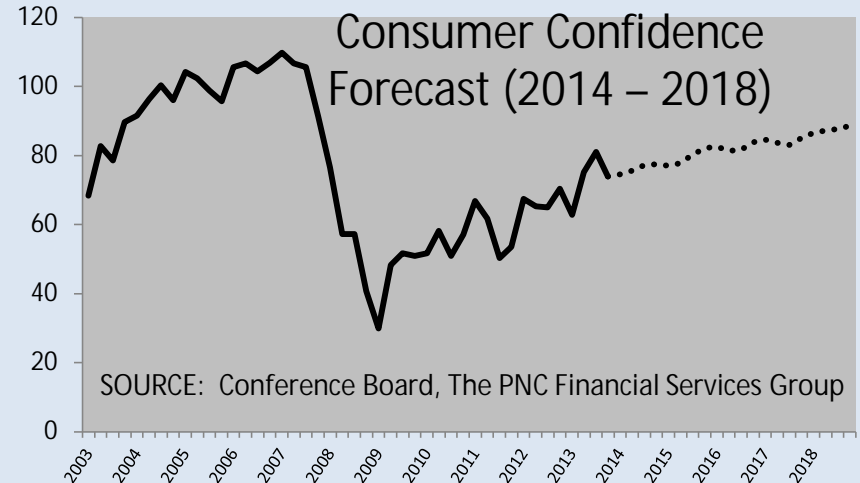
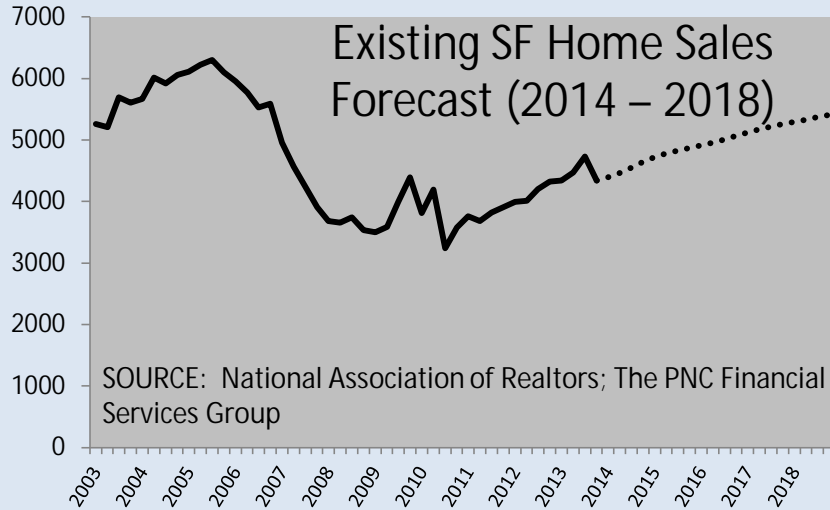
- Ø Advanced light commercial copper and condensing boilers
- Ø High efficiency technology
- Ø Extensive Rep Force

Positioning

- Ø Industry leader in Bent Water Tube Boilers
- Ø Advanced technology
- Ø Broad array of boiler room accessories
- Ø Extensive Rep Force

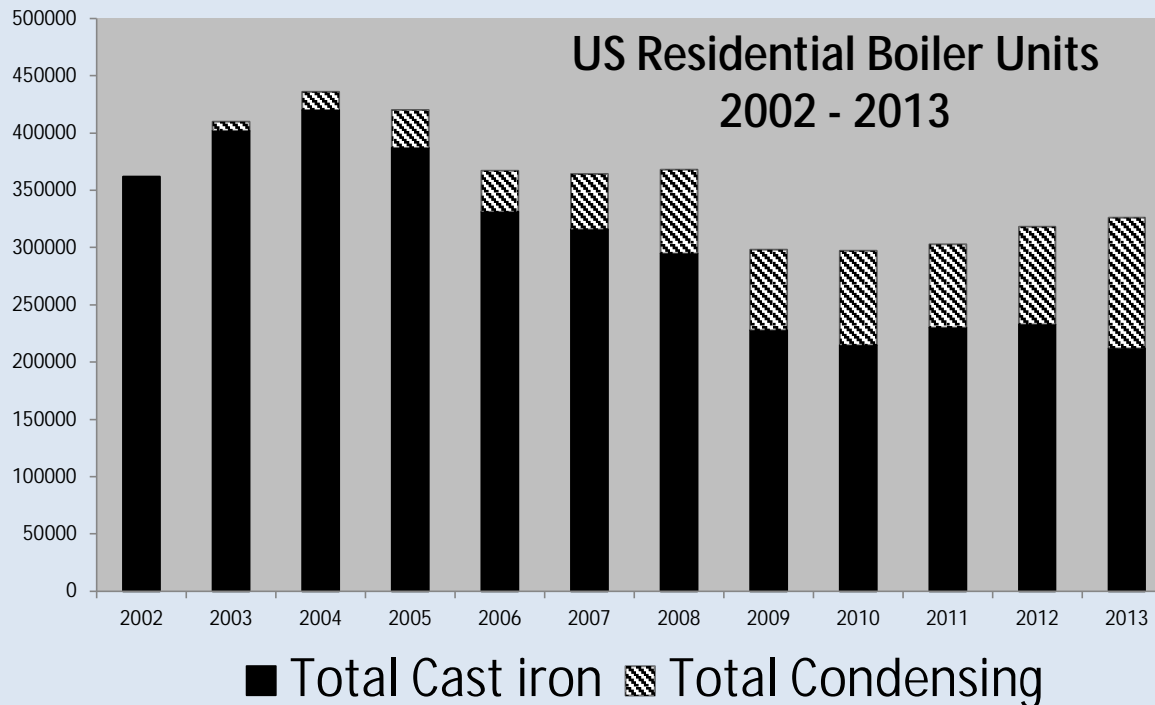
Diversified Commercial Product Offering

Indications of Positive Macro-Economic Trends...



**Realization of Expected Improvement
would Benefit our Residential and
Commercial markets**

US Market shift to high efficiency, higher priced condensing units...

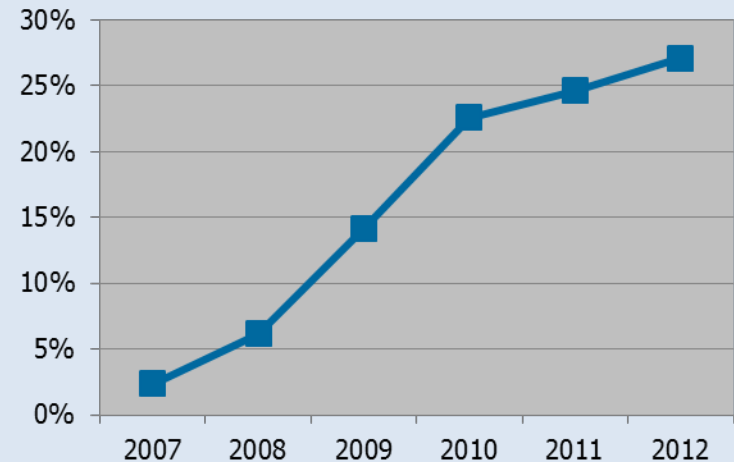
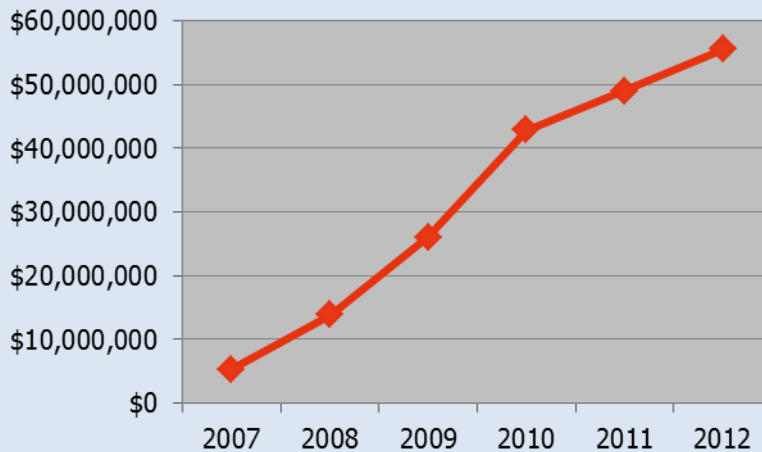


Opportunity to Capture High Value Product Segment by Leveraging Distribution Strength

Increasing Participation in High Efficiency Product Segment:

New Product Sales

(Products Intro. In Prev 5 yrs.)



Continue to Investment in New Product Development and Operations to Capture High Value, High Efficiency Product Segment

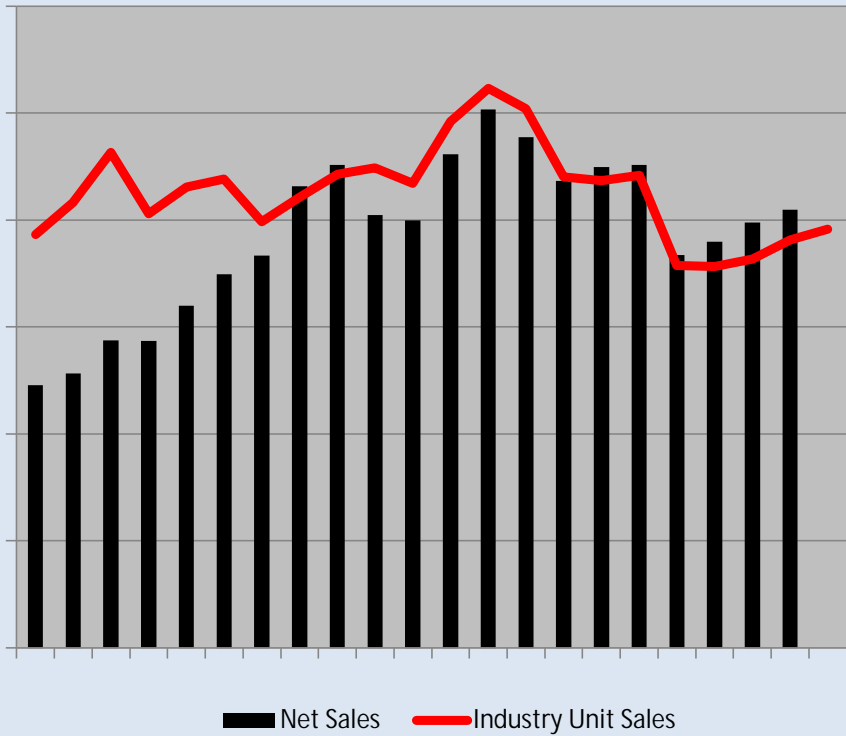
Burnham Holdings, Inc.

(In thousands, except per share data)

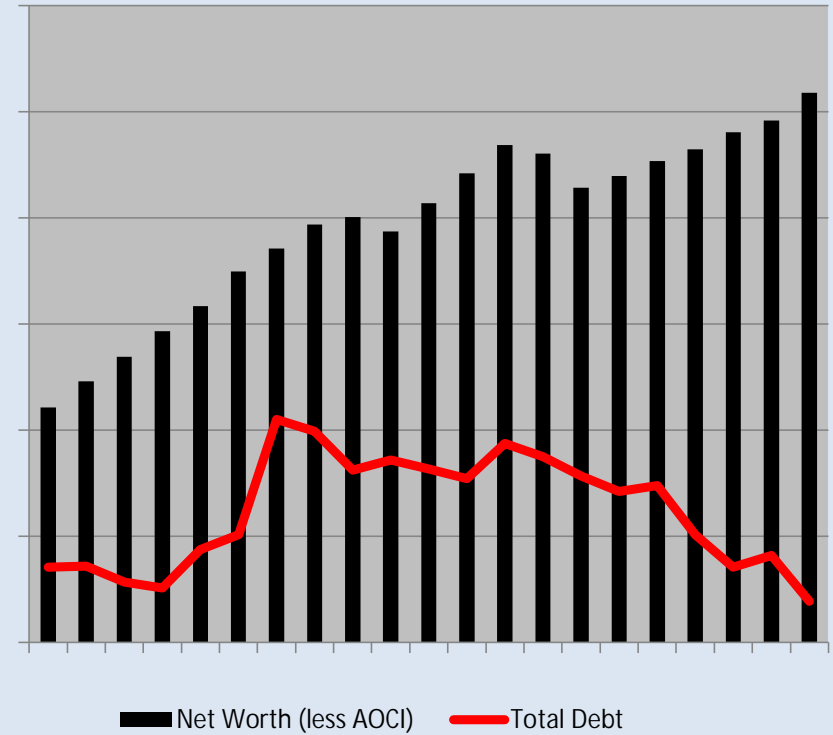
	2008	2009	2010	2011	2012	Nine Month Results	
						2012	2013
Net Sales	\$ 225,805	\$ 183,678	\$ 189,707	\$ 198,842	\$ 204,762	\$ 127,811	\$ 125,567
Gross Profit %	22.1%	23.4%	22.6%	22.7%	24.1%	21.5%	22.4%
Basic EPS (excluding unusual)	1.30	1.24	1.18	1.25	1.83	0.25	0.43
Dividends Paid	0.68	0.68	0.68	0.68	0.72	0.54	0.60
EBITDA (excluding unusual)	16,436	14,422	13,941	13,913	18,411	6,211	7,263
Cash Flow from Operations	5,681	14,360	12,388	6,498	13,999	(10,502)	(16,139)
Total Debt	29,460	20,229	14,143	16,320	7,692	31,250	28,033

NOTES: Non-GAAP Proforma adjustments to exclude unusual items
 Q4 2012 & Q1 2013 results included impacts from Super Storm Sandy

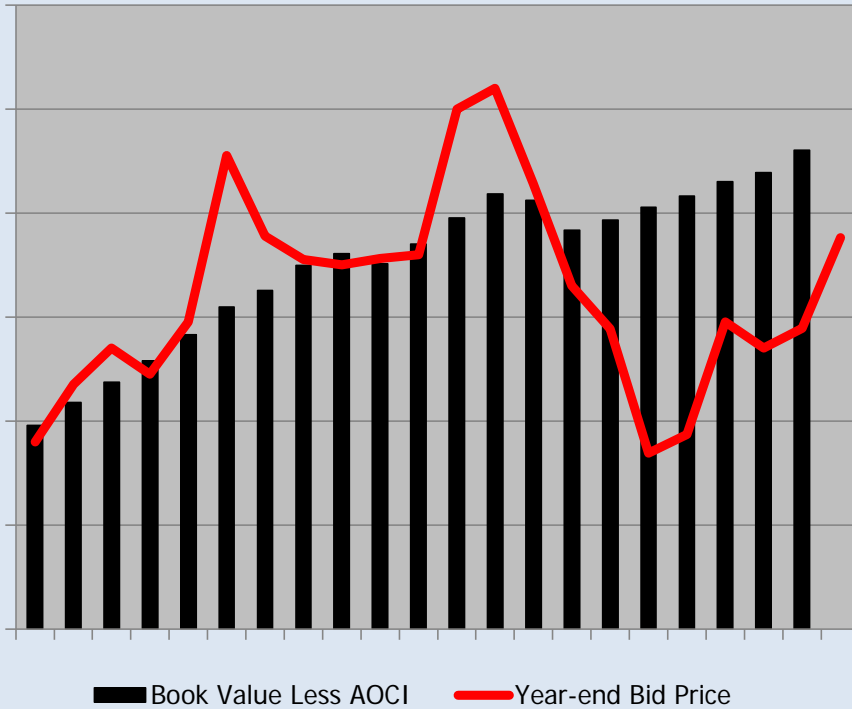
Net Sales v Res Boiler Units 1992-2012



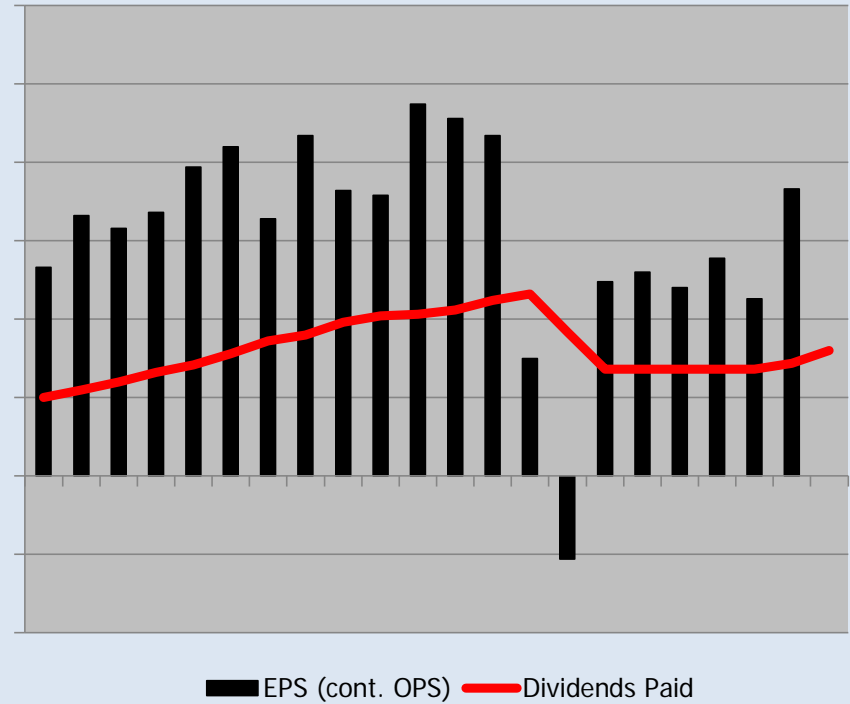
Net Worth v Total Debt 1992-2012

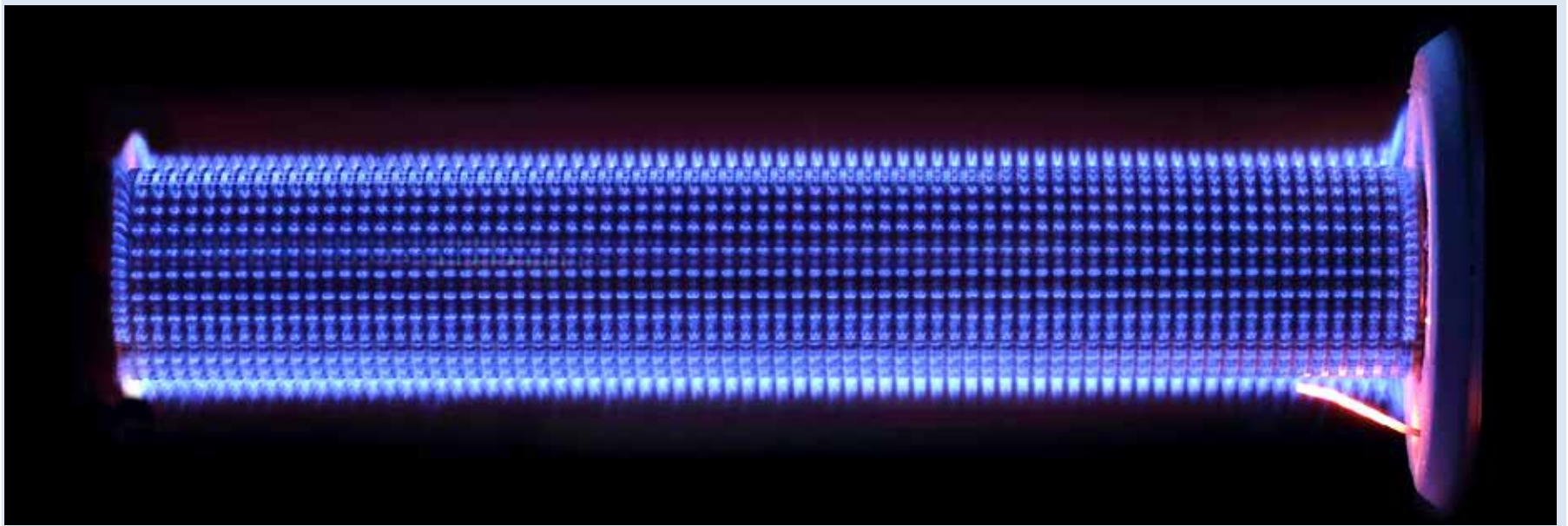


Book Value v YE Share Price 1992-2012



EPS v Dividend 1992-2012





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