

Edgar Filing: R F INDUSTRIES LTD - Form 8-K

R F INDUSTRIES LTD

Form 8-K

June 07, 2004

RF INDUSTRIES, LTD.  
RF Connectors/Neulink

For Immediate Release

Investor Contact:  
Neil Berkman Associates  
(310) 277 - 5162  
info@berkmanassociates.com  
-----

Company Contact:  
Howard F. Hill  
President/CEO  
(858) 549-6340

-----  
RF Industries' Second Quarter Sales Increase 30%;  
Net Income is \$0.10 Per Share Vs \$0.02 Per Share

SAN DIEGO, CA., -- June 7, 2004 -- RF INDUSTRIES, LTD., (NASDAQ:RFIL) announced today that net income for the three months ended April 30, 2004 increased 344% to \$351,000, or \$0.10 per diluted share, compared to \$79,000, or \$0.02 per diluted share, in the same quarter last year. Net sales increased 30% to a second quarter record \$2,821,000, compared to \$2,166,000 in the same period last year.

For the first six months ended April 30, 2004, net income increased 174% to \$585,000, or \$0.16 per diluted share, compared to \$214,000, or \$0.06 per diluted share, in the first half of fiscal 2003. Net sales for the first half increased 17% to \$5,271,000 compared to \$4,493,000, in the same period year.

Howard Hill, president and CEO of RF Industries, said, "Record second quarter sales reflect a 30% sales increase in coaxial connectors and cable assembly products, driven by the continuing recovery of the telecom industry, rapidly expanding Wi-Fi applications and increased penetration of military and defense markets."

"Operating expenses continued to decline, in-line with tighter cost controls and reduced overhead expenses associated with the Bioconnect cable products. Consequently, operating income for the second quarter and first half of fiscal 2004 increased 344% and 179%, respectively. We believe that increased sales of coaxial connectors and cables, combined with Bioconnect's new products and expanded distribution, will lead to improved sales and profitability in the second half of fiscal 2004."

At April 30, 2004, RFI reported cash and cash equivalents \$4,348,000, working capital of \$9,081,000, a 11 to 1 current ratio, no long-term debt and stockholders' equity of \$9,541,000, or \$3.23 per share.

RF Industries' Connector division designs and distributes radio frequency (RF) coaxial connectors and cable assemblies used for Wi-Fi, PCS, radio, test instruments, computer networks and antenna devices. Neulink designs and markets wireless digital data transmission products for industrial monitoring, wide area networks, GPS tracking and locations systems. Bioconnect designs, manufactures and distributes specialized electrical cabling and interconnect products to the medical monitoring market.

The statements contained in this release which are not historical facts may be deemed to contain forward-looking statements with respect to events, the occurrence of which involve risks and uncertainties, including, without limitation, a decline in the demand for wireless products, increased competition, the loss of any major clients, a disruption in the Company's

## Edgar Filing: R F INDUSTRIES LTD - Form 8-K

manufacturing and supply arrangements, or other uncertainties detailed in the Company's Securities and Exchange Commission filings.

\* \* \* \* \*

RF INDUSTRIES, LTD.  
Condensed Statements of Income  
(in thousands except share and per share amounts) (unaudited)

	Three Months Ended April 30,		Six Months Ended April 30,	
	2004	2003	2004	2003
Net sales .....	\$ 2,821	\$ 2,166	\$ 5,271	\$ 4,811
Cost of sales .....	1,396	1,072	2,601	2,011
Gross profit .....	1,425	1,094	2,670	2,800
Operating expenses:				
Engineering .....	102	188	217	188
Selling and general .....	726	772	1,486	1,486
Total expenses .....	828	960	1,703	1,674
Operating income .....	597	134	967	1,126
Interest income .....	1	5	7	7
Income before provision for income tax .....	598	139	974	1,133
Provision for state & federal income tax .....	247	60	389	389
Net income .....	\$ 351	\$ 79	\$ 585	\$ 744
Earnings per share -Basic .....	\$ 0.12	\$ 0.02	\$ 0.21	\$ 0.12
Earnings per share - Diluted .....	\$ 0.10	\$ 0.02	\$ 0.16	\$ 0.08
Weighted average shares outstanding - Basic .....	2,882,408	3,398,014	2,815,294	3,399,014
Weighted average shares outstanding - Diluted ....	3,656,887	3,709,455	3,595,492	3,680,014

### Summary Balance Sheet

	April 30, 2004	October 31, 2003
	(Unaudited)	(Audited)
Cash and Cash Equivalents .....	\$ 4,348,221	\$ 2,683,896
Trade Accounts Receivable, Net .....	1,528,813	1,701,618
Inventories, net .....	3,780,701	3,455,018

Edgar Filing: R F INDUSTRIES LTD - Form 8-K

Other Current Assets .....	330,010	305,679
	-----	-----
Total Current Assets .....	9,990,745	8,146,211
Property, Plant & Equipment, Net .....	389,032	328,124
Other Assets .....	110,901	133,755
	-----	-----
Total Assets .....	\$10,490,678	\$ 8,608,090
	=====	=====
Total Current Liabilities .....	\$ 909,402	\$ 509,992
Other Liabilities .....	40,000	40,000
	-----	-----
Total Liabilities .....	949,402	549,992
Total Stockholders' Equity .....	9,541,276	8,058,098
	-----	-----
Total Liabilities & Stockholders' Equity...	\$10,490,678	\$ 8,608,090
	=====	=====