



# Fiscal 2010 Annual Report



Chief Executive Officer's Letter to Stockholders  
September 22, 2011

Fellow Stockholders:

Fiscal Year 2010, which ended on October 31, 2010, was a year in which RF Industries achieved its eighteenth consecutive year of profitability and rebounded from a sales decline in Fiscal 2009 that was the result of the recession and the industry-wide slowdown in wireless infrastructure spending. The improvements in our operations in 2010, and the strengthening of our balance sheet in Fiscal 2010 enabled us to once again focus on our longer term goals of growth and acquisitions. Despite the general economic uncertainty in 2010, the improvement of RF Industries' operations in Fiscal 2010 and the strength of its October 31, 2010 balance sheet provided us with the security and comfort to (i) expand our operations to the East Coast through the purchase Cables Unlimited, Inc., our new fiber optics and harness assembly subsidiary that we purchased in June 2011, and (ii) significantly increase the dividends that we are distributing to you stockholders.

#### Fiscal 2010 Results

For the fiscal year ended October 31, 2010, sales were \$16,322,000, compared to sales of \$14,213,000 in fiscal 2009. Operating income was \$2,004,000 compared to \$906,000 in 2009, and net income after taxes was \$1,220,000, or \$0.38 per diluted share, compared to net income of \$656,000, or \$0.20 per diluted share for fiscal 2009.

Sales at the RF Connector and Cable Assembly segment, our most profitable business segment, increased 16% to \$14,094,000 from \$12,154,000 in fiscal 2009. The Medical Cabling & Interconnector segment was also profitable for the year and had a 30% increase in sales to \$1,725,000 from \$1,324,000 in fiscal 2009. The economic slowdown did, however, affect our RF Wireless segment, which saw its fiscal 2010 sales decrease to \$503,000, down 32% from sales of \$736,000 in fiscal 2009, due to the continued slowdown in both wireless capital goods spending and in public safety agency wireless infrastructure spending.

#### Engineering / R & D

Despite the economic downturn and uncertainty, we have continued to invest heavily in developing advanced wireless products for our two RF Wireless divisions. These expenses were approximately \$888,000 and \$1,050,000 in fiscal 2010 and fiscal 2009, respectively. In recent months, one of our divisions has obtained FCC approval for, and has started selling its newly developed, state-of-the-art wireless product, and our other RF Wireless business has experienced an increased level of inquiries for its public agency wireless systems. While these are good signs, our public safety wireless systems represent a new business for us, and our likelihood of success is uncertain.

#### Looking Ahead

Overall, despite the severe downturn in the economy and the uncertainties in the wireless industry, we made solid progress during fiscal 2010. Our goal is to continue the progress that we made in 2010 and to grow our company and increase stockholder value.

Since the end of Fiscal 2010, we have acquired Cables Unlimited, Inc., an established high quality fiber optic custom cable manufacturer based in Long Island, New York. Cables Unlimited is a Corning Cable Systems CAH Connections SM Gold Program member, authorized to manufacture optic products that are backed by Corning Cable Systems' extended warranty. The products manufactured by Cables Unlimited include custom fiber optic cable assemblies, adapters and electromechanical wiring harnesses for communications, computer, LAN, automotive and medical equipment. This acquisition gives our company capabilities in the fast growing fiber optic cable industry and an office on the East Coast. We believe that the synergies and location of Cables Unlimited will enable us to provide our customers with additional products, while serving many of our larger East Coasts customers from a nearby facility.

As you can see from the financial statements included in this Annual Report, on October 31 2010 RF Industries had a large cash balance and no debt. Accordingly, in order to provide our stockholders with an increased return, our Board has decided to increase our regular dividend payment and has recently authorized a large special dividend.

As our company has grown, so have the demands on our management team. In order to more efficiently manage our growing product line and our bi-coastal operations, with the consent of this company's Board of Directors, I have resigned as this Company's President, and the Board has promoted James Doss as our new President. I will continue to serve as your Chief Executive Officer as I have for the past three decades. In addition, we have recently also added two directors to our Board. Our new directors have significant knowledge and expertise in finance and mergers and acquisitions, areas that supplement our core strengths.

Finally, we have recently also created a new Strategic Committee for the purpose of assisting the Board of Directors with potential mergers, acquisitions, divestitures, strategic uses of this company's capital, and other key strategic transactions outside the ordinary course of the company's business.

Our goal is to continue to position ourselves to meet our customers' needs, drive profitable growth and create long-term stockholder value. We strive to not only overcome the challenges of operating in a difficult economy, but also to seize the most promising opportunities that are available to us. We thank you for the continuing trust that you have placed in us to steward your company. We invite you to track our progress by logging onto the RF Industries' webpage [www.rfindustries.com](http://www.rfindustries.com).

Thank you for your trust you have placed in us.

Sincerely,  
Howard F Hill  
Chief Executive Officer

Abridged and Edited Copy of Annual Report  
**(Form 10-K)**

Annual Report Under Section 13 or 15(d) of  
The Securities Exchange Act of 1934

For the fiscal year ended October 31, 2010

Commission File Number 0-13301

**RF INDUSTRIES, LTD.**

7610 Miramar Road, Bldg. 6000, San Diego, California 92126-4202  
(Address of principal executive offices) (Zip Code)

(858) 549-6340

The aggregate market value of the voting and non-voting common equity held by non-affiliates computed by reference to the price at which the common equity was last sold, or the average bid and asked price of such common equity, as of the last business day of the registrant's most recently completed second fiscal quarter was \$14,425,696.

As of January 12, 2011, the issuer had 5,861,764 outstanding shares of common stock, \$.01 par value

Forward-Looking Statements:

Certain statements in this abridged Annual Report on Form 10-K, and other oral and written statements made by the Company from time to time are "forward looking statements" within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, including those that discuss strategies, goals, outlook or other non-historical matters, or projected revenues, income, returns or other financial measures. In some cases forward-looking statements can be identified by terminology such as "may," "will," "should," "except," "plan," "anticipate," "believe," "estimate," "predict," "potential" or "continue," the negative of such terms or other comparable terminology. These forward-looking statements are subject to numerous risks and uncertainties that may cause actual results to differ materially from those contained in such statements. Among the most important of these risks and uncertainties are the ability of the Company to continue to source its raw materials and products from its suppliers and manufacturers, and the market demand for its products, which market demand is dependent to a large part on the state of the telecommunications industry, the Company's dependence on the success of its largest division, and competition.

Important factors which may cause actual results to differ materially from the forward looking statements are described in the Section entitled "Risk Factors" contained in the Form 10-K on file with the Securities and Exchange Commission, and other risks identified from time to time in the Company's filings with the Securities and Exchange Commission, press releases and other communications. The Company assumes no obligation to update these forward-looking statements to reflect actual results or changes in factors or assumptions affecting such forward-looking statements.

## PART I

### ITEM 1. BUSINESS

#### General

RF Industries, Ltd. (hereinafter the “Company”) is a provider of interconnect products and systems for radio frequency (RF) communications devices and wireless digital transmission systems. For internal operational purposes, and for marketing purposes, the Company currently classifies its operations into the following six related divisions: (i) The Connector and Cable Assembly Division designs, manufactures and distributes coaxial connectors and cable assemblies that are integrated with coaxial connectors; (ii) the Aviel Electronics Division designs, manufactures and distributes specialty and custom RF connectors primarily for aerospace and military customers, (iii) the Oddcables.com Division primarily sells coaxial, fiber optic, and other connectors and cable assemblies on a retail basis to local multi-media and communications customers; (iv) the Bioconnect Division manufactures and distributes cabling and interconnect products to the medical monitoring market; (v) the Neulink Division is engaged in the design, manufacture and sale of RF data links and wireless modems for receiving and transmitting control signals for remote operation and monitoring of equipment, personnel and monitoring services; and (vi) the RadioMobile Division is an original equipment manufacturer (OEM) provider of end-to-end mobile management solutions implemented over wireless networks that supplement the operations of the Company’s Neulink division.

The Company’s principal executive office is located at 7610 Miramar Road, Building #6000, San Diego, California. The Company was incorporated in the State of Nevada on November 1, 1979, completed its initial public offering in March 1984 under the name Celltronics, Inc. and changed its name to RF Industries, Ltd. in November 1990. Unless the context requires otherwise, references to the “Company” in this report include RF Industries, Ltd. and its divisions.

The Company maintains an Internet website at <http://www.rfindustries.com>. The Company’s annual reports, quarterly reports, current reports on Form 8-K and amendments to such reports filed or furnished pursuant to section 13(a) or 15(d) of the Securities and Exchange Act of 1934, as amended (the “Exchange Act”), and other information related to the Company, are available, free of charge, on our website as soon as we electronically file those documents with, or otherwise furnish them to, the Securities and Exchange Commission. The Company’s Internet website and the information contained therein, or connected thereto, are not and are not intended to be incorporated into this Annual Report on Form 10-K.

#### Operating Divisions

Connector and Cable Division The Connector and Cable Division is engaged in the design, manufacture and distribution of coaxial connector solutions for companies that design, build, operate, maintain and use wireless voice, data, messaging, and location tracking systems. Coaxial connector products consist primarily of connectors which, when attached to a coaxial cable, facilitate the transmission of analog and digital signals in various frequencies. Although most of the connectors are designed to fit standard products, the Company also sells custom connectors specifically designed and manufactured to suit its customers’ requirements such as the Wi-Fi and broadband wireless markets. The Company’s Connector and Cable Division typically carries over 1,200 connectors, adapters, tools, and assembly, test and measurements kits. The Company’s RF connectors are used in thousands of different devices, products and types of equipment. While the models and types of devices, products and equipment may change from year to year, the demand for the types of connectors used in such products and offered by the Company does not fluctuate with the changes in the end product incorporating the connectors. In addition, since the Company’s standard connectors can be used in a number of different products and devices, the discontinuation of one product does not make the Company’s connectors obsolete. Accordingly, most connectors carried by the Company can be marketed for a number of years and are only gradually phased out. Furthermore, because the Company’s connector products are not dependent on any line of products or any market segment, the Company’s overall sales of connectors do not fluctuate materially when there are changes to any product line or market segment. Sales of the Company’s connector products are, however, dependent upon the overall economy, infrastructure build out by large telecommunications firms and on the Company’s ability to market its products. Sales of the Company’s

connectors and cable assemblies increased in the fiscal year ended October 31, 2010 compared to the prior fiscal year. This increase was due to improved economic conditions with our distributors as the overall market demand for our products increased, and also related to the recent build out of new 4G and Wi-MAX wireless network systems.

Third party foreign manufacturers located in Asia manufacture a significant portion of the Company's RF connectors. The Company also manufactures RF connectors (primarily specialty and precision connectors) in its Las Vegas facility.

The Company has been designing, producing and selling coaxial connectors since 1987 and the Connector and Cable Division therefore represents the Company's oldest and most established division. The Connector and Cable Division has historically generated, and continues to generate the majority of the Company's revenues.

Cable assembly products consist of various types of coaxial cables that are attached to connectors (usually the Company's connectors) for use in a variety of communications applications. Cable assemblies are manufactured at the Company's California facilities using state of the art automation equipment and are sold through distributors or directly to major OEM accounts. Cable assemblies consist of both standard cable assemblies and assemblies that are custom manufactured for the Company's clients. The Company offers a line of cable assemblies with over 100,000 cable product combinations. The Company launched its cable assembly operations in 2000, and cable assembly products constituted the second largest source of revenues for the Company during the fiscal year ended October 31, 2010.

Aviel Electronics Division The Company acquired the business and all of the assets of Aviel Electronics in August 2004. Aviel has a 50 year history of serving the microwave transmission industries, and is an approved vendor to leading aerospace, electronics, OEM's and government agencies in the United States and abroad. Aviel complements the Company's Connector and Cable Division's capabilities by providing additional custom design and manufacturing capabilities, thereby expanding the Company's products in the military and commercial aerospace markets, and expanding the Company's overall client base. Aviel's operations are based in Las Vegas, Nevada.

Oddcables.com Division The Company acquired the assets of Oddcables.com, (formerly known as Worswick), a privately held 20 year old California company based in San Diego, in September 2005 as another complementary operation to the Connector and Cable Division. Oddcables.com sells coaxial connector solutions and manufactures RF cable assemblies for both individual customers and companies that design, build, operate, and maintain personal and private multi-media, wireless voice, data and messaging systems. Oddcables.com primarily sells its products on a retail basis at its retail outlet in San Diego, California. Oddcables.com, however, also sells its products on-line under the e-commerce brand Oddcables.com. This division recently also commenced designing, manufacturing and selling precision-grade, high frequency connectors and adapters for OEM, military and metrology lab applications as well as 10GHz high frequency fiber optic patch cable assemblies.

Bioconnect Division The Bioconnect Division is engaged in product development, design, manufacture and sale of cables and interconnects for medical monitoring applications, such as disposable ECG cables, EEG leads, infant apnea monitors in hospitals, patient leads, snap leads and connecting wires. The Company acquired the Bioconnect operations in 2000.

RF Neulink Division The RF Neulink Division designs and manufactures, through outside contractors, wireless data products commonly known as RF data links and wireless modems since 1984. These radio modems and receivers provide high-speed wireless connections over longer distances where wire connections may not be desirable or feasible. In addition to selling its own radio modem, RF Neulink also distributes antennas, transceivers and related products of other manufacturers. The RF Neulink Division also offers complete turn-key packages for numerous remote data transmission applications.

RadioMobile Division The Company acquired substantially all of the assets and assumed certain liabilities of RadioMobile Inc., a privately held company in San Diego, California on September 1, 2007. The RadioMobile Division is an OEM provider of end-to-end mobile management solutions implemented over wireless networks.

Although the RadioMobile Division operates as a separate division, its operations supplement the operations of the Company's Neulink division.

For financial reporting purposes, the Company aggregates its operations into three segments. Connector and Cable Assembly, Aviel Electronics, and Oddcables.com divisions are aggregated into one reporting segment (the RF Connector and Cables Assembly segment) because they have similar economic characteristics, while RF Neulink and RadioMobile are aggregated in the RF Wireless segment. Bioconnect makes up the Company's newest segment, which we refer to as the Medical Cabling and Interconnector segment.

### Product Description

The Company produces a broad range of interconnect products and assemblies. The products that are offered and sold by the Company's various divisions consist of the following:

#### *Connector and Cable Products*

The Company's Connector and Cable Division designs, manufactures and markets a broad range of coaxial connectors and coaxial cable assemblies for the numerous products with applications in commercial, industrial, automotive, transportation, scientific, aerospace and military markets. Various types of connectors are offered by the RF Connector Division including 2.4mm and 3.5mm, 7-16 DIN, BNC, MCX, MHV, Mini-UHF, MMCX, N, SMA, SMB, TNC, QMA and UHF. These connectors are offered in several configurations and cable attachment methods for customer applications. There are numerous applications for these connectors, some of which include digital applications, 2.5G, 3G, 4G, Wi-MAX, LTE and other broadband wireless infrastructure, GPS (Global Positioning Systems), mobile radio products, aircraft, video surveillance systems, cable assemblies and test equipment. Users of the Company's connectors include telecommunications companies, circuit board manufacturers, OEM, consumer electronics manufacturers, audio and video product manufacturers and installers, and satellite companies. The Connector Division markets over 1,200 types of connectors, adapters, tools, assembly, test and measurement kits, which range in price from under \$1 to over \$1,000 per unit. The kits satisfy a variety of applications including, but not limited to, lab operations, site requirements, and adapter needs.

The Connector Division designs and sells a variety of connector tools and hand tools that are assembled into kits used by lab and field technicians, R&D technicians and engineers. The Company also designs and offers some of its own tools, which differ from those offered elsewhere in the market. These tools are manufactured for the Company by outside contractors. Tool products are carried as an accommodation to the Company's customers and have not materially contributed to the Company's revenues.

The Cable Assembly component of the Connector and Cable Division markets and manufactures cable assemblies in a variety of sizes and combinations of RF coaxial connectors and coax cabling. Cabling is purchased from a variety of major unaffiliated suppliers and is assembled predominately with the Company's connectors or other brands of connectors as complete cable assemblies. Coaxial cable assemblies have numerous applications including wireless and wireless local area networks, wide area networks, Internet systems, PCS/cellular systems including 2.5G, 3G, 4G, Wi-MAX, LTE wireless infrastructure, TV/dish network systems, test equipment, military/aerospace (mil-standard and COTS (Commercial Off The Shelf)) and entertainment systems. Cable assemblies are manufactured to customer requirements.

#### *Aviel Electronics Products*

The Aviel Electronics Division designs, manufactures and sells specialized and custom designed RF coaxial connectors. Aviel's standard configuration and custom connectors include connectors ranging from standard, miniature, sub-miniature and unique interfaces. Aviel also specializes in the design and manufacture of custom and non-standard configurations required for specific applications as well as hard to locate and discontinued connectors for commercial, aerospace, military and other unique applications. The Aviel division also manufactures precision-grade, high frequency connectors and adapters that are sold by the Oddcables.com division.

### *Oddcables.com Products*

Oddcables.com sells coaxial connectors and cable assemblies for numerous multi-media products, devices and instruments in the local San Diego area. Oddcables.com also produces and markets cable assemblies in a variety of sizes and combinations of RF coaxial connectors and coaxial cabling including 10 GHz high frequency fiber optic patch cable assemblies. Cabling is purchased from a variety of major unaffiliated suppliers and is assembled with the Company's connectors or third party connectors as complete cable assemblies. Coaxial cable assemblies have thousands of applications including local area networks, wide area networks, Internet systems, PCS/cellular systems, TV/dish network systems, test equipment, military/aerospace (mil-standard and COTS (Commercial Off The Shelf)) and entertainment systems. Most cable assemblies are manufactured to the purchaser's specifications.

### *Bioconnect Products*

Bioconnect designs, manufactures, sells and provides product development services to OEMs for standard and custom cable assemblies, adapters and electromechanical wiring harnesses for medical market and computer industries. These products consist primarily of patient monitoring cables, ECG cables, snap leads, and molded safety leads for neonatal monitoring electrodes. The products, which are used in hospitals, clinics, doctor offices, ambulances and at home are frequently replaced in order to ensure maximum performance of medical diagnostic equipment.

### *RF Neulink Products*

The wireless data products available from the RF Neulink Division come in a variety of configurations to satisfy the requirements of certain high-speed wireless connection markets. Transmitter and receiver modules come in a wide range of power output and frequency ranges and are used to transmit data, video or voice information from point to point. Additionally, standard or smart programmable modems are available in a wide range of speeds and frequency/price ranges. Accessory modules have been developed for remotely controlling and monitoring electrical devices.

The products sold by the RF Neulink Division include both its own products and products of other manufacturers that are distributed by the Neulink Division. Current applications in use for Neulink products are various and include seismic and volcanic monitoring, industrial remote censoring/control in oil fields, pipelines and warehousing, lottery remote terminals, various military applications, remote camera control and tracking, perimeter and security system control/monitoring, water and waste management, inventory control, HVAC remote control and monitoring, biomedical hazardous material monitoring, fish farming automation of food dispensing, water aeration and monitoring, remote emergency generator startup and monitoring, and police usage for mobile warrant database access.

### *RadioMobile Products*

RadioMobile provides complete hardware and software solutions for wireless mobile data management application. Most of RadioMobile systems are custom engineered and designed for specific markets. Accordingly, RadioMobile sales consist of hardware, software and networking products as well as design and installation services. The primary markets include public safety (police, fire, and emergency medical services) and utilities and transportation (rail, bus, taxi and courier services). Software applications for both host (Computer Aided Dispatch, CAD) and mobile environments are developed by in house engineers and contractors.

### **Foreign Sales**

Direct export sales by the Company to customers in South America, Canada, Mexico, Europe, Australia, the Middle East, and Asia accounted for \$1,818,000 or approximately 11% of Company's sales for the fiscal year ended October 31, 2010. Foreign sales accounted for \$2,397,000 or approximately 17% of Company's sales for the fiscal year ended October 31, 2009. The majority of the export sales during these periods were to Israel, Canada and Mexico. Foreign sales orders from individual customers tend to be larger than U.S. product orders and therefore have a larger impact on the Company's sales.



The Company does not own, or directly operate any manufacturing operations or sales offices in foreign countries.

### **Distribution, Marketing and Customers**

Sales methods vary greatly between the Company's divisions. The Connector and Cable Assembly Division currently sells its products primarily through warehousing distributors and OEM customers who utilize coaxial connectors and cable assemblies in the manufacture of their products.

The Aviel Division sells its products to its current customer base with the addition of customers referred through the Connector and Cable Division. The Aviel and Connector and Connector divisions sell to similar customer market segments and combine marketing efforts where economically advantageous.

The Oddcables.com division operates from a single store-front location in San Diego and sells primarily to walk-in or local multi-media (video, voice, gaming, etc.) and communications systems customers. This division also operates an e-commerce website called Oddcables.com that it launched in 2007 for the distribution of its products.

The Bioconnect group markets its products to the medical market through major hospital suppliers, dealers and distributors. The Bioconnect Division also sells its products to OEMs who incorporate the leads and cables into their product offerings.

The Neulink Division sells its products directly or through manufacturers representatives, system integrators and OEM's. System integrators and OEMs integrate and/or mate Company's products with their hardware and software to produce turnkey wireless systems. These systems are then either sold or leased to other companies or organizations, including utility companies, financial institutions, petrochemical companies, the U.S. military, government agencies, and irrigation/water management companies.

The RadioMobile division sells its products directly and through value added resellers and dealers. Customers include municipalities for their police, fire, and emergency medical services, departments, as well as private rail, bus, taxi and courier services.

### **Manufacturing**

The Company contracts with outside third parties for the manufacture of a significant portion of its coaxial connectors and for all the components of its Neulink products. However, virtually all of RF cable assemblies sold by the Connector and Cable Assembly Division during the fiscal year ended October 31, 2010 were assembled by that division at the Company's facilities in California. The Neulink products are assembled at the Company's California facilities. The Connector and Cable Division has its cables manufactured at numerous International Standards Organization (ISO) approved factories with plants in the United States and Taiwan. The Company is dependent on a few manufacturers for its coaxial connectors and cable assemblies. Although the Company does not have manufacturing agreements with these manufacturers for its connectors, cable and Neulink products, the Company does have long-term purchasing relationships with these manufacturers. The Company has in-house design engineers who create the engineering drawings for fabrication and assembly of connectors and cable assemblies and certain of the components of its Neulink products. Accordingly, the manufacturers are not primarily responsible for design work related to the manufacture of the connectors and cable assemblies. However, the third party manufacturers of the Neulink products are solely responsible for design work related to the manufacture of the Neulink Division's products. Neulink products are manufactured by numerous manufacturers in the United States, and the Company is not dependent on one or a few manufacturers for its Neulink products.

The Bioconnect Division has designed and manufactured its own products for over 22 years (including as an unaffiliated company before being acquired by the Company in 2000). Bioconnect products are manufactured by the Company at its own California facilities. The manufacturing process for the Bioconnect medical cables includes all aspects of the product, from the design to mold design, mold fabrication, assembly and testing. The Bioconnect

product line produces its medical interconnect products in both high volume manufacturing and for custom or low volume uses.

The Aviel Electronics Division manufactures connectors at its Las Vegas, Nevada manufacturing facility. The Aviel Electronics Division has designed and manufactured its own products for 52 years (including as an unaffiliated company before being acquired by the Company in August 2004). The manufacturing process for the Aviel connectors includes all aspects of the product from design, tooling, fabrication, assembly and testing. The Aviel Electronics product line produces its connector products for low volume custom manufacturing uses, for the military, aerospace, communications and other unique applications.

The Oddcables.com Division designs and produces low to medium volume connector and cable assemblies for local and niche customers, as well as a few medium and large market customers. These services are conducted in San Diego, California.

The RadioMobile Division products are purchased from various U.S. and overseas suppliers. Some products are designed and manufactured by third party manufacturers to RadioMobile's specifications. The Company designs much of the software used in its RadioMobile systems.

There are certain risks associated with the Company's dependence on third party manufacturers for some of its products, including reduced control over delivery schedules, quality assurance, manufacturing costs, and the potential lack of adequate capacity during periods of excess demand and increases in prices. See "Risk Factors" below.

## **Raw Materials**

Connector materials are typically made of commodity metals such as copper, brass and zinc and include small applications of precious materials, including silver and gold. The Connector and Cable Division purchases most of its connector products from contract manufacturers located in Asia and the United States. The Company believes that the raw materials used in its products are readily available and that the Company is not currently dependent on any supplier for its raw materials. The Company does not currently have any long-term purchase or supply agreements with its connector or Neulink product suppliers. The RF Connector and Cable assembly division obtains coaxial connectors from RF Connector. The Company believes there are numerous domestic and international suppliers of coaxial connectors.

Neulink purchases its electronic products from various U.S. suppliers, and all Neulink wireless modem transceivers are built in the United States. The Company believes electronic components used in these products are readily available from a number of domestic suppliers and from other foreign suppliers.

Aviel connector materials are typically made of commodity metals and include some application of precious materials, including silver and gold. The Aviel Electronic Division purchases almost all of its connector materials and products from vendors in Asia and the United States. The Company believes the connector materials used in the manufacturing of its connector products are readily available from a number of foreign and domestic suppliers.

Oddcables.com connectors and cable are typically acquired from the Aviel and Connector and Cable divisions or purchased from other high quality manufacturers and distributors.

Bioconnect cable assembly materials are typically made of commodity materials such as plastics, rubber, resins and wire. The Company believes materials and components used in these products are readily available from a number of domestic suppliers and from other foreign suppliers.

RadioMobile purchases its electronic products from various U.S. and overseas suppliers.

## **Employees**

As of October 31, 2010, the Company employed 110 full-time employees, of whom 35 were in accounting, administration, sales and management, 71 were in manufacturing, distribution and assembly, and four were engineers engaged in design, engineering and research and development. The Company also occasionally hires part-time employees. The Company believes that it has a good relationship with its employees and, at this time, no employees are represented by a union.

## **Research and Development**

The Company's research and development activities are intended to produce new proprietary products that it can market to the wireless connectivity industry. The Company engaged in approximately \$422,000 of research and development activities in fiscal year ended October 31, 2010, relating to the Connector and Cable, RF Wireless, and Bioconnect segments. Research and development expense during the fiscal year ended October 31, 2009 were approximately \$889,000.

In addition to research and development activities, the Company also invested approximately \$628,000 during the past two fiscal years on engineering. Engineering activities consist of the design and development of new products for specific customers, as well as the design and engineering of new or redesigned products for in the industry in general. Engineering work is often carried out in collaboration with the Company's customers.

## **Patents, Trademarks and Licenses**

The Company does not own any patents on any of its products, nor has it registered any product trademarks. Because the Company carries thousands of separate types of connectors and other products, most of which are available to the Company's customers from other sources, the Company does not believe that its business or competitive position is dependent on patent protection.

## **Warranties and Terms**

The Company warrants its products to be free from defects in material and workmanship for varying warranty periods, depending upon the product. Products are generally warranted to the dealer for one year, with the dealer responsible for any additional warranty it may make. Certain Neulink products are sold directly to end-users and are warranted to those purchasers. The RF Connector products are warranted for the useful life of the connectors. Although the Company has not experienced any significant warranty claims to date, there can be no assurance that it will not be subjected to such claims in the future.

The Company usually sells to customers on 30-day terms pursuant to invoices and does not generally grant extended payment terms. Sales to most foreign customers are made on cash terms at time of shipment. Customers may delay, cancel, reduce, or return products after shipment subject to a restocking charge.

## **Competition**

Management estimates that the Connector and Cable Division has over 50 competitors in the RF connector market. The RF connector market is estimated at \$2 - \$2.5 billion worldwide, with North America sales estimated at \$1.2 billion. Management believes the industry is fragmented with no one competitor having over a 15% share of the total market, while the ten largest competitors constitute approximately 76% of the total market. Many of the competitors of the Connector and Cable Division have significantly greater financial resources and broader product lines. The Connector and Cable Division competes on the basis of product quality, product availability, price, service, delivery time and value-added support to its distributors and OEM customers. Since the Company's strategy is to provide a broad selection of products in the areas in which it competes and to have a ready supply of those products available at all times, the Company normally has a significant amount of inventory of its connector products.

The Bioconnect division competes with numerous other companies in all areas of its operations, including the manufacture of OEM custom products and medical cable products. Most of the competitors of Bioconnect are larger and have significantly greater financial resources than Bioconnect.

Aviel Electronics has specialized in microwave and radio frequency (RF) custom connectors which lowers the number of its direct competitors. Because Aviel Electronics is an approved vendor of leading aerospace, electronics, OEM and government agencies in the United States and abroad, competition is limited to those manufacturers who have received formal certification or approval.

Major competitors for Neulink include Microwave Data Systems and Data Radio. Although a number of larger firms could enter Neulink's markets with similar products, Neulink's strategy is focused on serving and providing specific hardware and software combinations with the goal of maintaining a strong position in selected "niche" wireless applications. While the Neulink Division's competitors offer products that are substantially similar to Neulink's radio modems, the Neulink Division tries to enhance its competitive position by offering additional product support services before, during, and after the sale.

RadioMobile competitors include Motorola, Intergraph, Northrup Gumman, Panasonic, and cellular providers including Verizon Wireless and AT&T. RadioMobile's strategy is focusing on providing cost effective mobile data solutions to small to medium size customers.

### **Government Regulations**

The Company's products are designed to meet all known existing or proposed governmental regulations. Management believes that the Company currently meets existing standards for approvals by government regulatory agencies for its principal products. Because the products designed and sold by the Aviel Electronics Division are used in commercial and military aerospace products, its products are regulated by various government agencies in the United States and abroad.

Neulink products are subject to the regulations of the Federal Communications Commission (FCC) in the United States, the Department of Communications (D.O.C.) in Canada, and the E.C.C. Radio Regulation Division in Europe. The Company's present equipment is "type-accepted" for use in the United States and Canada. Neulink offers products that comply with current FCC, Industry Canada, and some European Union regulations. The system integrator, or end user, is responsible for compliance with applicable government regulations.

Bioconnect products are subject to the regulations of the U.S. Food and Drug Administration.

The Company's products are Restriction on Hazardous Substances ("RoHS") compliant.

### **ITEM 2. DESCRIPTION OF PROPERTY**

The Company leases its corporate headquarters building at 7610 Miramar Road, Building 6000, San Diego, California. The building consists of approximately 22,000 square feet which houses its corporate administration, sales and marketing, and engineering plus production and warehousing for the Company's Connector and Cable Assembly and Bioconnect Divisions. The lease for this facility expires on March 31, 2014. In addition, the Company also leases the following facilities:

- (i) The cable assembly manufacturing portion of the Connector and Cable Assembly Division operates in a separate 3,180 square foot facility that is located adjacent to the Company's corporate headquarters. The lease for this space expires on March 31, 2014.
- (ii) The Neulink and RadioMobile Divisions operate from a separate building that is located near the Company's corporate headquarters at 7606 Miramar Road, Building 7200. The building consists of approximately 2,500 square feet of administrative and manufacturing space and houses the

production and sales staff of the Neulink and RadioMobile divisions. The lease for this space expires on March 31, 2014.

- (iii) During fiscal 2009, Aviel entered into a facility lease agreement for approximately 4,500 square feet at 3060 Post Road, Suite 100 Las Vegas Nevada. The lease term commenced September 1, 2009 and will expire March 31, 2015.
- (iv) The Oddcables.com Division leases an approximately 4,000 square foot facility located at 7642 Clairemont Mesa Boulevard Suite 211, San Diego, California. The lease for this space expires December 31, 2013.

The aggregate monthly rental for all of the Company's facilities currently was approximately \$53,700 per month, plus utilities, maintenance and insurance as of October 31, 2010.

The Company currently believes that its facilities are sufficient to meet its foreseeable needs. However, should the Company require additional space; the Company believes that suitable additional space is available near the Company's current facilities. In addition, the Company believes that it will be able to renew its existing leases upon the expiration of the current leases or, if desirable or necessary, relocate to alternate facilities on substantially similar terms.

### ITEM 3. LEGAL PROCEEDINGS

From time to time, the Company is involved in legal proceedings that are related to its business operations. The Company is not currently a party to any legal proceedings that could have a material adverse effect upon its financial position or results of operations.

### ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS:

We did not submit any matters to the vote of our stockholders in the fourth quarter of fiscal 2010.

## PART II

### ITEM 5. MARKET FOR REGISTRANT'S COMMON EQUITY, RELATED STOCKHOLDER MATTERS AND ISSUER PURCHASES OF EQUITY SECURITIES

The Company's Common Stock is listed and trades on the NASDAQ Capital Market under the symbol "RFIL."

For the periods indicated, the following tables set forth the high and low closing prices per share of Common Stock. These prices represent inter-dealer quotations without retail mark-up, markdown or commission and may not necessarily represent actual transactions.

| <u>Quarter</u>                      | <u>High</u> | <u>Low</u> |
|-------------------------------------|-------------|------------|
| <u>Fiscal 2010</u>                  |             |            |
| November 1, 2009 - January 31, 2010 | \$ 2.43     | \$ 2.02    |
| February 1, 2010 - April 30, 2010   | 2.70        | 2.25       |
| May 1, 2010 - July 31, 2010         | 2.92        | 2.45       |
| August 1, 2010 - October 31, 2010   | 3.50        | 2.60       |

Fiscal 2009

|                                     |    |      |    |      |
|-------------------------------------|----|------|----|------|
| November 1, 2008 - January 31, 2009 | \$ | 3.06 | \$ | 1.75 |
| February 1, 2009 - April 30, 2009   |    | 2.11 |    | 1.43 |
| May 1, 2009 - July 31, 2009         |    | 2.25 |    | 1.70 |
| August 1, 2009 - October 31, 2009   |    | 2.45 |    | 1.94 |

Stockholders. As of October 31, 2010 there were 429 holders of the Company's Common Stock according to the records of the Company's transfer agent, Continental Stock Transfer & Trust Company, New York, New York, not including holders who hold their stock in "street name."

Dividends. The Company paid dividends of \$0.015 per share, for a total of \$84,113, during fiscal 2010. The Board of Directors may continue to declare and pay dividends in the future depending on the Company's financial condition and its financial needs.

Repurchase of Securities. The Company did not repurchase any shares of its common stock during the year ended October 31, 2010.

Recent Sales of Unregistered Securities. There were no previously unreported sales of equity securities by the Company that were not registered under the Securities Act during fiscal 2010.

**EQUITY COMPENSATION PLAN INFORMATION**

The following table provides information as of October 31, 2010 with respect to the shares of Company common stock that may be issued under the Company's existing equity compensation plans.

| <u>Plan Category</u>          | <u>A</u>  | <u>B</u>   | <u>C</u>   |
|-------------------------------|---|--|--|
|                               | <u>Number of Securities to be Issued Upon Exercise of Outstanding Options</u> | <u>Weighted Average Exercise Price of Outstanding Options (\$)</u> | <u>Number of Securities Remaining Available for Future Issuance Under Equity Compensation Plans (Excluding Securities Reflected in Column A)</u> |
| Equity Compensation Plans     |   |  |  |
| Approved by Stockholders (1)  | 1,540,544   | \$ 2.73  | 847,092  |
| Equity Compensation Plans Not |   |  |  |
| Approved by Stockholders (2)  | 914,408   | \$ 0.78  | 0  |
| Total                         | <u>2,454,952</u>  | <u>\$ 2.00</u>   | <u>847,092</u>   |

(1) Consists of options granted under the R.F. Industries, Ltd. (i) 2010 Stock Option Plan (ii) 2000 Stock Option Plan, (iii) the 1990 Incentive Stock Option Plan, and (iv) the 1990 Non-qualified Stock Option Plan. The 2000 Stock Option Plan and the 1990 Incentive Stock Option Plan and Non-qualified Stock Option Plan have expired, and no additional options can be granted under these plans. Accordingly, all 847,092 shares remaining available for issuance represent shares under the 2010 Stock Option Plan.

(2) Consists of options granted to six officers and/or key employees of the Company under employment agreements entered into by the Company with each of these officers and employees.

## ITEM 7. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### CRITICAL ACCOUNTING POLICIES AND ESTIMATES

Our financial statements have been prepared in accordance with accounting principles generally accepted in the United States. The preparation of these financial statements requires us to make significant estimates and judgments that affect the reported amounts of assets, liabilities, revenues, expenses and related disclosure of contingent assets and liabilities. We evaluate our estimates, including those related to bad debts, inventory reserves and contingencies on an ongoing basis. We base our estimates on historical experience and on various other assumptions that are believed to be appropriate under the circumstances, the results of which form the basis for making judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates under different assumptions or conditions.

One of the accounting policies that involves significant judgments and estimates concerns our inventory valuation. Inventories are valued at the weighted average cost value. Certain items in the inventory may be considered obsolete or excess and, as such, we establish an allowance to reduce the carrying value of these items to their net realizable value. Based on estimates, assumptions and judgments made from the information available at the time, we determine the amounts of these allowances. Because inventories have, during the past few years, represented up to one-third of our total assets, any reduction in the value of our inventories would require us to take write-offs that would affect our net worth and future earnings.

Another accounting policy that involves significant judgments and estimates is our accounts receivable allowance valuation. The Company routinely assesses the financial strength of its customers and maintains an allowance for doubtful accounts that management believes will adequately provide for credit losses.

The Company uses the Black-Scholes model to value the stock option grants which involves significant judgments and estimates.

### RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS

For recently issued accounting pronouncements that may affect us, see Note 1 of Notes to Financial Statements.

### OVERVIEW

The Company markets connectors and cables to numerous industries for use in thousands of products, primarily for the wireless market. The Company aggregates operating divisions into operating segments which have similar economic characteristics and divisions are similar in the majority of the following areas: (1) the nature of the product and services; (2) the nature of the production process; (3) the type or class of customer for their products and services; (4) the methods used to distribute their products or services; (5) if applicable, the nature of the regulatory environment. The Company has three segments - RF Connector and Cable Assembly segment, Medical Cabling and Interconnector segment, and RF Wireless segment- based upon this evaluation.

The RF Connector and Cable Assembly segment is comprised of three divisions; the Medical Cabling and Interconnector segment is comprised of one division, while the RF Wireless segment is comprised of two divisions. The four divisions that meet the quantitative thresholds for segment reporting are Connector and Cable Assembly, Bioconnect, RadioMobile and RF Neulink. Each of the other divisions aggregated into these segments that have similar products that are marketed to their respective customer base; production and product development processes are similar in nature. The specific customers are different for each division; however, there is some overlapping of product sales to them. The methods used to distribute products are similar within each division aggregated.

Management identifies the Company's segments based on strategic business units that are, in turn, based along market lines. These strategic business units offer products and services to different markets in accordance with their customer base and product usage. For segment reporting purposes, the Company aggregates Connector and Cable Assembly, Aviel Electronics and Oddcables.com divisions into the RF Connector Cable Assembly segment while RF Neulink and RadioMobile are part of the RF Wireless segment. The Bioconnect division makes up the Company's Medical Cabling and Interconnector segment.

Historically, over 80% of the Company's revenues are generated from the sale of RF connector products and connector cable assemblies (the Connector and Cable Assembly division accounted for approximately 86% of the Company's total sales for the fiscal year ended October 31, 2010). Sales of connectors are expected to continue to be the largest portion of revenues in the future. Accordingly, Company revenues are heavily dependent upon sales of RF connectors and cable assemblies. However, the Company sells thousands of connector products for uses in thousands of end products and sales are not dependent upon any one industry sector or any single product. The Company's sales do, however, track sales in the wireless industry as a whole. Accordingly, the Company's sales in 2010 increased as a result of industry wide increases.

The net income in fiscal 2010 represented the 17th consecutive year that the Company has been profitable.

The Company generated cash from operations of \$2,502,656 and used \$84,113 to pay dividends. Overall, the amount of cash and cash equivalents, and short-term certificates of deposit held by the Company as of October 31, 2010 increased \$1,603,546 from \$7,702,908 at October 31, 2009 to \$9,306,454 at October 31, 2010. The Company also held long term certificates of deposit totaling \$946,491 at October 31, 2010 and had no long term investments at October 31, 2009. Since the Company has no debt other than normal accounts payable, accrued expenses, and other long-term liabilities, the Company will continue to have sufficient cash to fund all of its anticipated financing and liquidity needs for the foreseeable future.

#### Financial Condition:

The following table presents certain key measures of financial condition as of October 31, 2010 and 2009:

|   | 2010         |                | 2009         |                |
|---|--------------|----------------|--------------|----------------|
|   | Amount       | % Total Assets | Amount       | % Total Assets |
| Cash and cash equivalents and certificates of deposit | \$ 9,306,454 | 48.7%          | \$ 7,702,908 | 46.4%          |
| Current assets  | 17,533,406   | 91.8%          | 15,769,656   | 95.0%          |
| Current liabilities                                   | 1,879,213    | 9.8%           | 973,188      | 5.9%           |
| Working capital                                       | 15,654,193   | 81.9%          | 14,796,468   | 89.1%          |
| Property and equipment - net                          | 530,327      | 2.8%           | 565,804      | 3.4%           |
| Total assets  | 19,109,363   | 100.0%         | 16,598,200   | 100.0%         |
| Stockholders' equity                                  | 16,913,960   | 88.5%          | 15,253,482   | 91.9%          |

#### Liquidity and Capital Resources:

Management believes that its existing current assets and the amount of cash it anticipates it will generate from current operations will be sufficient to fund the anticipated liquidity and capital resource needs of the Company for the fiscal year ending October 31, 2011 ("fiscal 2011"). The Company does not, however, currently have any commercial banking arrangements providing for loans, credit facilities or similar matters should the Company need to obtain additional capital. Management believes that its existing assets and the cash it expects to generate from operations will be sufficient during the current fiscal year based on the following:

- As of October 31, 2010, the amount of cash and cash equivalents and short-term certificates of deposit was equal to \$9,306,454 in the aggregate. Accordingly, the Company believes that it has sufficient cash available to operate its current business and fund its currently anticipated capital expenditure for the upcoming year.



- As of October 31, 2010, the Company had \$17,533,406 in current assets and only \$1,879,213 in current liabilities.

Management believes that based on the Company's financial condition at October 31, 2010, the absence of outstanding bank debt, and its recent operating results, there are sufficient capital resources to fund its operations and future acquisitions for at least the next twelve months. Should the Company need to obtain additional funds for its unexpected acquisitions of assets or other expansion activities, based on its balance sheet and its history of profitability, the Company believes that it would be able to obtain bank loans to finance these expenditures. However, there can be no assurance any bank loan would be obtainable, or if obtained, would be on favorable terms or conditions.

The Company is not a party to off-balance sheet arrangements and does not engage in trading activities involving non-exchange traded contracts. In addition, the Company has no financial guarantees, debt or lease agreements or other arrangements that could trigger a requirement for an early payment or that could impact the value of the Company's assets.

As part of its business strategy, and because of its offshore manufacturing arrangements, the Company normally maintains a significant level of inventory. As described elsewhere in this Annual Report, one of the Company's competitive advantages and strategies is to maintain customer satisfaction by having sufficient inventory on hand to fulfill most customer orders on short notice. Accordingly, the Company maintains a significant amount of inventory, which increases or decreases to reflect the Company's sales and lead times for products. In light of a 15% increase in sales in fiscal 2010 compared to sales of prior year, the Company's year end inventory balance decreased by 8% compared to prior year's year end inventory balance. The Company continuously monitors its inventory levels and product costs. For inventory purchase pricing purposes, the Company may, however, increase its inventory levels from time to time to protect against anticipated future increases in raw material costs or to obtain volume discounts.

Net cash provided by operating activities for the year ended October 31, 2010 was \$2,502,656. The Company's net cash from operations was more than its net income of \$1,220,247 due primarily to \$599,133 of non-cash expenses (\$214,266 of depreciation and amortization, \$231,000 of stock compensation expense, \$137,328 of goodwill impairment, and \$247,539 of inventory write-offs), a \$312,876 increase in accounts payable, and a \$554,590 increase in accrued expenses. In fiscal year ended October 31, 2009, net cash provided by operating activities was \$1,703,123.

During fiscal 2010, net cash provided by investing activities was \$801,071, which represents the difference between the proceeds the Company received from the maturity of certain of its certificates of deposit and the amount re-invested in new certificates of deposit, less \$151,850 that the Company invested in additional capital equipment (primarily for the Connector and Cable division). During fiscal 2009, net cash provided by investing activities was \$169,338.

In fiscal 2010, financing activities increased the Company's net cash provided by \$199,230 due to the receipt of \$205,108 from the exercise of stock options and \$78,235 of excess tax benefits, which was offset by dividends paid of \$84,113. In fiscal 2009, financing activities decreased the Company's net cash by \$1,707,372 due to dividends paid of \$94,780 and \$1,612,592 used to repurchase 385,358 shares of Company common stock. No shares were repurchased during fiscal 2010.

The Company does not believe that inflation has had a material impact on its business or operations.

## Results of Operations:

The following summarizes the key components of the results of operations for the fiscal years ended October 31, 2010 and 2009:

|                              | 2010         |                | 2009         |                |
|------------------------------|--------------|----------------|--------------|----------------|
|                              | Amount       | % of Net Sales | Amount       | % of Net Sales |
| Net sales                    | \$16,322,178 | 100%           | \$14,213,045 | 100%           |
| Cost of sales                | 8,158,798    | 50%            | 7,308,479    | 51%            |
| Gross profit                 | 8,163,380    | 50%            | 6,904,566    | 49%            |
| Engineering expenses         | 887,865      | 5%             | 1,050,398    | 7%             |
| Selling and general expenses | 5,133,967    | 31%            | 4,738,265    | 33%            |
| Goodwill impairment          | 137,328      | 1%             | 209,763      | 1%             |
| Operating income             | 2,004,220    | 12%            | 906,140      | 6%             |
| Other income                 | 86,614       | 1%             | 193,429      | 1%             |
| Income before income taxes   | 2,090,834    | 13%            | 1,099,569    | 8%             |
| Income taxes                 | 870,587      | 5%             | 443,602      | 3%             |
| Net income                   | 1,220,247    | 8%             | 655,967      | 5%             |

Net sales of the Company increased by approximately \$2,109,000 or 15%, for the fiscal year ended October 31, 2010 (“fiscal 2010”) compared to the fiscal year ended October 31, 2009 (“fiscal 2009”). Net sales increased in fiscal 2010 due primarily to a significant increase in net sales at the Connector and Cable Assembly segment. Net sales at the Connector and Cable Assembly segment increased from fiscal 2009 by approximately \$1,941,000. The Company believes that the increase was primarily due to the improved economic conditions at its distributors as the global recession subsided, and an increase in sales in the wireless industry in particular. The build out of the new 4G and Wi-MAX wireless network systems contributed to the increase in connector sales. Net sales at the Medical Cabling and Interconnect division also increased significantly, by \$401,000, compared to its sales in fiscal 2009. However, these increases were offset by a significant decrease in sales of \$233,000 compared to sales in fiscal 2009 at the RF Wireless segment. The substantial decrease in net sales at the RF Wireless segment was attributable to a decrease of \$128,000 in sales by the RadioMobile Division and a decrease of \$105,000 in sales by the Neulink division. Unlike the Connector and Cable Assembly segment that has many smaller customers and a wide variety of products, the RF Wireless segment has few products and few customers. Accordingly, the failure by the RF Wireless segment to make a few larger sales to its customers resulted in a substantial decrease in sales. The Company is evaluating the operations of the RF Wireless segment and may reorganize the operations of one or more of the RF Wireless divisions.

The Company’s gross profit increased by \$1,259,000 or by 18% to \$8,163,000 in 2010 from \$6,905,000 in 2009 due to the increase in net sales. As a percentage of net sales, gross profit increased slightly to 50% in fiscal 2010, up slightly from 49% in fiscal 2009 because the Company was able to leverage off economies of scale relating to its fixed labor costs as a result of the increase in sales. Gross profit for fiscal 2010 would have been significantly greater if not for the effects of \$247,539 of inventory write-offs at the Neulink division. There were no such inventory write-offs during fiscal 2009.

Engineering expenses, which include research and development expenses, incurred at the Company’s three segments and relating to the design, re-design or development of products for specific customers decreased from prior year by \$163,000 to \$888,000 compared to \$1,050,000 in fiscal 2009. As a percentage of net sales, engineering expenses decreased to 5% in fiscal 2010 from 7% in fiscal 2009. Engineering expense (including research and development) during fiscal 2010 related to development of new products at the Connector and Cable, RF Wireless, and Bioconnect segments. The Company collectively incurred approximately \$422,000 of research and development expenses in fiscal 2010 in the development of new products compared to \$889,000 of research and development expenses in fiscal 2009. Research and development expenses decreased 53%, or \$467,000 compared with prior year’s expense due to certain projects nearing completion at the RF Wireless division and related decreases in contract labor expense.

Selling and general expenses increased by \$396,000 or 9%, to \$5,134,000 during fiscal 2010 from \$4,738,000 in fiscal 2009. This increase is directly related to the increase in revenues partially offset by continued cost cutting measures implemented by the Company. Since sales increased by a greater percentage than the increase in selling and general expenses, as a percentage of sales, selling and general expenses decreased to 31% from 33%. Selling and general expense decreased as a percentage of sales despite a significant increase in stock based compensation expense, which increased by \$78,000 to \$231,000 in fiscal 2010 from \$153,000 in fiscal 2009. Stock based compensation increased primarily due to the increase in options granted and also to a one-time charge of \$33,000 relating to the extension of a former board member's exercise period for outstanding grants. Sales commission expense increased by \$1,000 or 1% to \$82,000 in fiscal 2010 from \$81,000 in fiscal 2009 due to restructuring of our sales commission plan. Accounting and legal fees decreased by \$132,000 to \$304,000 in fiscal 2010 from \$436,000 in fiscal 2009 primarily due to reductions in outside expenses related to management's assessment and testing of internal controls over financial reporting and external audit and review work. Advertising costs decreased by \$39,000 to \$215,000 in fiscal 2010 from \$254,000 in fiscal 2009 due to a decrease in marketing efforts in fiscal 2010 compared to prior year.

Due to the ongoing negative effects of the global recession and related triggers (decreased sales), during the third quarter of 2010, the Company performed an impairment analysis of the Aviel goodwill balance. The sales generated by this division were significantly lower than expected and the forecasted improvements from prior periods did not occur. Prior to management's analysis, the Company had a total of \$137,328 of goodwill allocated to the acquisition of the Aviel division. As a result of its impairment analysis, management wrote off the goodwill attributed to Aviel and recorded a goodwill impairment charge of \$137,328 for the third quarter of fiscal 2010, which is included in selling and general expense in the statement of income.

Due to the significant increase in sales and the increase of \$1,259,000 in gross profit compared to prior year, operating income increased by \$1,098,000 or 121% to \$2,004,000 in fiscal 2010. Total operating expenses increased by \$161,000 or 3% as a result of increases in selling and general administrative expenses.

Interest income decreased by approximately \$107,000 from the prior year due to a decrease in interest rates on the funds held by the Company in its interest bearing accounts compared to the rates received during fiscal 2009. During fiscal 2010, the Company continued to invest primarily in certificates of deposit and money market funds.

Income before taxes in fiscal 2010 increased by 90% or by \$991,000 to \$2,091,000 compared to income before taxes of \$1,100,000 in fiscal 2009. Net income for fiscal year ended October 31, 2010 increased by \$564,000 or 86% to \$1,220,000 compared to \$656,000 in fiscal year ended October 31, 2009. The effective tax rate in fiscal 2010 increased 1.3% to 41.6% compared to 40.3% in fiscal 2009 mainly due to Federal research and development tax credits the Company was not able to recognize in its financial statements in 2010 due to the law not being enacted by October 31, 2010. On December 16, 2010, Congress passed the 2010 Tax Relief Act (the "Act") which will impact the Company's tax provision in the first quarter of fiscal 2011. Due to the passage of the Act into law, the Company claimed an increased tax credit related to the year ended October 31, 2010 for research and development related to the year ended October 31, 2010 of approximately \$55,000. The credit was recorded in the first quarter of fiscal 2011.

**Index**  
**To Financial Statements**

|   | <u>Page</u> |
|---|-------------|
| Report of Independent Registered Public Accounting Firm                     | F-2         |
| Balance Sheets<br>October 31, 2010 and 2009                                 | F-3         |
| Statements of Income<br>Years Ended October 31, 2010 and 2009               | F-4         |
| Statements of Stockholders' Equity<br>Years Ended October 31, 2010 and 2009 | F-5         |
| Statements of Cash Flows<br>Years Ended October 31, 2010 and 2009           | F-6         |
| Notes to Financial Statements   | F-7-F-20    |

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Report of Independent Registered Public Accounting Firm

To the Stockholders  
RF Industries, Ltd.

We have audited the accompanying balance sheets of RF Industries, Ltd. as of October 31, 2010 and 2009, and the related statements of income, stockholders' equity and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with the standards of the Public Company Accounting Oversight Board (United States). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of RF Industries, Ltd. as of October 31, 2010 and 2009, and its results of operations and cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

/s/ J.H. COHN LLP

San Diego, California  
January 12, 2011

**RF INDUSTRIES, LTD.**

**BALANCE SHEETS  
OCTOBER 31, 2010 AND 2009**

**ASSETS**

|   | 2010          | 2009          |
|---|---------------|---------------|
| Current assets:   |               |               |
| Cash and cash equivalents   | \$ 4,728,884  | \$ 1,225,927  |
| Certificates of deposit   | 4,577,570     | 6,476,981     |
| Trade accounts receivable, net of allowance for doubtful accounts<br>of \$75,734 and \$52,892 | 2,557,822     | 2,263,265     |
| Inventories   | 4,607,843     | 4,984,921     |
| Other current assets  | 448,187       | 340,362       |
| Deferred tax assets   | 613,100       | 478,200       |
| Total current assets  | 17,533,406    | 15,769,656    |
| Equipment and furnishings:  |               |               |
| Equipment and tooling   | 2,434,176     | 2,365,160     |
| Furniture and office equipment  | 508,221       | 425,389       |
|   | 2,942,397     | 2,790,549     |
| Less accumulated depreciation   | 2,412,070     | 2,224,745     |
| Totals  | 530,327       | 565,804       |
| Goodwill  |               | 137,328       |
| Amortizable intangible assets, net  |               | 27,156        |
| Note receivable from stockholder  | 66,980        | 66,980        |
| Long-term investments in certificates of deposit  | 946,491       |               |
| Other assets  | 32,159        | 31,276        |
|   | \$ 19,109,363 | \$ 16,598,200 |

**LIABILITIES AND STOCKHOLDERS' EQUITY**

|   |               |               |
|---|---------------|---------------|
| Current liabilities:  |               |               |
| Accounts payable  | \$ 537,850    | \$ 224,974    |
| Accrued expenses  | 1,217,454     | 673,080       |
| Income taxes payable  | 123,909       | 75,134        |
| Total current liabilities   | 1,879,213     | 973,188       |
| Deferred tax liabilities  | 18,800        | 50,500        |
| Other long-term liabilities   | 297,390       | 321,030       |
| Total liabilities   | 2,195,403     | 1,344,718     |
| Commitments and contingencies   |               |               |
| Stockholders' equity:   |               |               |
| Common stock - authorized 10,000,000 shares at \$.01<br>par value; 2,930,882 and 2,848,313 shares issued<br>and outstanding | 29,309        | 28,483        |
| Additional paid-in capital  | 7,025,965     | 6,502,447     |
| Retained earnings   | 9,858,686     | 8,722,552     |
| Total stockholders' equity  | 16,913,960    | 15,253,482    |
| Totals  | \$ 19,109,363 | \$ 16,598,200 |

See Notes to Financial Statements.

**RF INDUSTRIES, LTD.**

**STATEMENTS OF INCOME  
YEARS ENDED OCTOBER 31, 2010 AND 2009**

|                            | <u>2010</u>          | <u>2009</u>          |
|----------------------------|----------------------|----------------------|
| Net sales                  | \$ 16,322,178        | \$ 14,213,045        |
| Cost of sales              | <u>8,158,798</u>     | <u>7,308,479</u>     |
| Gross profit               | <u>8,163,380</u>     | <u>6,904,566</u>     |
| Operating expenses:        |                      |                      |
| Engineering                | 887,865              | 1,050,398            |
| Selling and general        | 5,133,967            | 4,738,265            |
| Goodwill impairment        | 137,328              | 209,763              |
| Totals                     | <u>6,159,160</u>     | <u>5,998,426</u>     |
| Operating income           | 2,004,220            | 906,140              |
| Other income – interest    | <u>86,614</u>        | <u>193,429</u>       |
| Income before income taxes | 2,090,834            | 1,099,569            |
| Provision for income taxes | <u>870,587</u>       | <u>443,602</u>       |
| Net income                 | <u>\$ 1,220,247</u>  | <u>\$ 655,967</u>    |
| Earnings per share:        |                      |                      |
| Basic                      | <u>\$ .43</u>        | <u>\$ .22</u>        |
| Diluted                    | <u><u>\$ .38</u></u> | <u><u>\$ .20</u></u> |

See Notes to Financial Statements.

**RF INDUSTRIES, LTD.**

**STATEMENTS OF STOCKHOLDERS' EQUITY  
YEARS ENDED OCTOBER 31, 2010 AND 2009**

|   | <u>Common Stock</u> |                  | <u>Additional<br/>Paid-In<br/>Capital</u> | <u>Retained<br/>Earnings</u> | <u>Total<br/>Stockholders'<br/>Equity</u> |
|---|---------------------|------------------|---|------------------------------|---|
|   | <u>Shares</u>       | <u>Amount</u>    |   |                              |   |
| Balance, November 1, 2008                         | 3,226,264           | \$ 32,263        | \$ 6,411,810                              | \$ 9,677,617                 | \$16,121,690                              |
| Net income  |                     |                  |   | 655,967                      | 655,967                                   |
| Stock based compensation expense                  |                     |                  | 153,197                                   |                              | 153,197                                   |
| Stock issuance related to contingent liability    | 7,407               | 74               | 29,926                                    |                              | 30,000                                    |
| Dividends   |                     |                  |   | (94,780)                     | (94,780)                                  |
| Treasury stock purchased and retired              | <u>(385,358)</u>    | <u>(3,854)</u>   | <u>(92,486)</u>                           | <u>(1,516,252)</u>           | <u>(1,612,592)</u>                        |
| Balance, October 31, 2009                         | 2,848,313           | 28,483           | 6,502,447                                 | 8,722,552                    | 15,253,482                                |
| Net income  |                     |                  |   | 1,220,247                    | 1,220,247                                 |
| Stock based compensation expense                  |                     |                  | 231,000                                   |                              | 231,000                                   |
| Exercise of stock options                         | 79,954              | 800              | 204,308                                   |                              | 205,108                                   |
| Excess tax benefit from exercise of stock options |                     |                  | 78,235                                    |                              | 78,235                                    |
| Stock issuance related to contingent liability    | 2,615               | 26               | 9,975                                     |                              | 10,001                                    |
| Dividends   |                     |                  |   | <u>(84,113)</u>              | <u>(84,113)</u>                           |
| Balance, October 31, 2010                         | <u>2,930,882</u>    | <u>\$ 29,309</u> | <u>\$ 7,025,965</u>                       | <u>\$ 9,858,686</u>          | <u>\$ 16,913,960</u>                      |

See Notes to Financial Statements.



**RF INDUSTRIES, LTD.**

**STATEMENTS OF CASH FLOWS  
YEARS ENDED OCTOBER 31, 2010 AND 2009**

|   | 2010         | 2009         |
|---|--------------|--------------|
| Operating activities:   |              |              |
| Net income  | \$ 1,220,247 | \$ 655,967   |
| Adjustments to reconcile net income to net cash provided by operating activities: |              |              |
| Bad debt expense  | 15,279       | 8,110        |
| Depreciation and amortization   | 214,266      | 239,777      |
| Goodwill impairment   | 137,328      | 209,763      |
| Inventory write-down  | 247,539      |              |
| Deferred income taxes   | (166,600)    | 8,700        |
| Loss on disposal of equipment   |              | 4,826        |
| Stock based compensation expense  | 231,000      | 153,197      |
| Excess tax benefit from stock based compensation                                  | (78,235)     |              |
| Changes in operating assets and liabilities:                                      |              |              |
| Trade accounts receivable   | (309,835)    | (200,026)    |
| Inventories   | 129,539      | 964,787      |
| Income taxes receivable/ (payable)  | 127,010      | (157,793)    |
| Other current assets  | (107,825)    | (122,919)    |
| Other long-term assets  | (882)        | (2,894)      |
| Accounts payable  | 312,876      | (104,535)    |
| Accrued expenses  | 554,590      | (57,682)     |
| Other long-term liabilities   | (23,641)     | 103,845      |
| Net cash provided by operating activities   | 2,502,656    | 1,703,123    |
| Investing activities:   |              |              |
| Purchases of certificates of deposit  | (5,014,406)  | (7,015,184)  |
| Maturities of certificates of deposit   | 5,967,327    | 7,401,914    |
| Capital expenditures  | (151,850)    | (217,392)    |
| Net cash provided by investing activities   | 801,071      | 169,338      |
| Financing activities:   |              |              |
| Proceeds from exercise of stock options   | 205,108      |              |
| Purchases of treasury stock   |              | (1,612,592)  |
| Excess tax benefit from stock based compensation                                  | 78,235       |              |
| Dividends paid  | (84,113)     | (94,780)     |
| Net cash provided by (used in) financing activities                               | 199,230      | (1,707,372)  |
| Net increase in cash and cash equivalents   | 3,502,957    | 165,089      |
| Cash and cash equivalents at beginning of year                                    | 1,225,927    | 1,060,838    |
| Cash and cash equivalents at end of year  | \$ 4,728,884 | \$ 1,225,927 |
| Supplemental cash flow information - income taxes paid                            | \$ 928,000   | \$ 550,000   |
| Noncash investing and financing activities:                                       |              |              |
| Retirement of treasury stock  |              | \$ 1,612,592 |
| Stock issuance related to contingent liability                                    | \$ 10,001    | \$ 30,000    |

See Notes to Financial Statements.

**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

**Note 1 - Business activities and summary of significant accounting policies**

**Business activities**

The Company's business is comprised of the design, manufacture and/or sale of communications equipment primarily to the radio and other professional communications related industries. The Company currently conducts its operations through six related business divisions: (i) RF Connector and Cable Division is engaged in the design, manufacture and distribution of coaxial connectors and cable assemblies used primarily in radio and other professional communications applications; (ii) Aviel Division is engaged in the design, manufacture and sales of radio frequency, microwave and specialized connectors and connector assemblies for aerospace, original electronics manufacturers and military electronics applications; (iii) Oddcables.com Division is engaged in sales of microwave and radio frequency connectors and cable assemblies to end users in multi-media, radio and other communications applications; (iv) Bioconnect Division is engaged in the design, manufacture and sales of cable interconnects for medical monitoring applications; (v) Neulink Division is engaged in the design, manufacture and sales of radio links for receiving and transmitting control signals for remote operation and monitoring of equipment, personnel and monitoring services; and (vi) RadioMobile Division is engaged as an OEM provider of end-to-end mobile management solutions implemented over wireless networks. RadioMobile Division operates as a separate division and supplements the operations of the Company's Neulink division (see Note 11).

**Use of estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results may differ from those estimates.

**Cash equivalents**

The Company considers all highly-liquid investments with a maturity of three months or less when purchased to be cash equivalents.

**Revenue recognition**

Four basic criteria must be met before revenue can be recognized: (1) persuasive evidence of an arrangement exists; (2) delivery has occurred or services rendered; (3) the fee is fixed and determinable; and (4) collectability is reasonably assured. The Company recognizes revenue from product sales after purchase orders are received which contain a fixed price and the products are shipped. Most of the Company's products are sold to continuing customers with established credit histories.

**Inventories**

Inventories, consisting of materials, labor and manufacturing overhead, are stated at the lower of cost or market. Cost has been determined using the weighted average cost method.

**Equipment and furnishings**

Equipment, tooling and furniture are recorded at cost and depreciated over their estimated useful lives (generally 3 to 7 years) using the straight-line method.

## RF INDUSTRIES, LTD.

### NOTES TO FINANCIAL STATEMENTS

#### Goodwill

We review our goodwill for impairment annually at the reporting unit level. We also analyze whether any indicators of impairment exist each quarter. A significant amount of judgment is involved in determining if an indicator of impairment has occurred. Such indicators may include a sustained, significant decline in our share price and market capitalization, a decline in our expected future cash flows, a significant adverse change in legal factors or in the business climate, unanticipated competition, the testing for recoverability of our long-lived assets, and/or slower growth rates, among others.

We estimate the fair value of our reporting units using discounted expected future cash flows. If the fair value of the reporting unit exceeds its net book value, goodwill is not impaired, and no further testing is necessary. If the net book value of our reporting units exceeds their fair value, we perform a second test to measure the amount of impairment loss, if any.

We performed a valuation analysis, utilizing an income approach in our goodwill assessment process. The following describes the valuation methodologies used to derive the fair value of our reporting units.

- **Income Approach:** To determine each reporting unit's estimated fair value, we discount the expected cash flows of our reporting units. We estimate our future cash flows after considering current economic conditions and trends; estimated future operating results, growth rates, anticipated future economic and regulatory conditions; and the availability of necessary technology. The discount rate used represents the estimated weighted average cost of capital, which reflects the overall level of inherent risk involved in our operations and the rate of return an outside investor would expect to earn. To estimate cash flows beyond the final year of our model, we use a terminal value approach. Under this approach, we use estimated operating income before depreciation and amortization in the final year of our model, adjust it to estimate a normalized cash flow, apply a perpetuity growth assumption and discount by a perpetuity discount factor to determine the terminal value. We incorporate the present value of the resulting terminal value into our estimate of fair value.

Due to the ongoing negative effects of the global recession and related triggers, (due to Aviel division not meeting its revenue forecasts), during the third quarter of 2010, the Company performed an impairment analysis of the Aviel goodwill balance. The sales generated by this division were significantly lower than expected and the forecasted improvements from prior periods did not occur. As such, triggers were evident at this division in the third quarter of 2010. Prior to management's analysis, the Company had a total of \$137,328 of goodwill residual from the acquisition of the Aviel division. As a result of its analysis, management recorded a goodwill impairment charge of \$137,328 for the third quarter of fiscal 2010.

Due to negative effects of the global recession and related triggers, during the third quarter of fiscal 2009, the Company experienced a significant decrease in sales in general, and at the RadioMobile and Worswick reporting units in particular. The sales generated by these reporting units were significantly lower than expected and the expected third quarter improvements did not occur. As such, triggers were evident at these two divisions in the third quarter of fiscal 2009 and management performed a goodwill impairment review. Prior to management's review, the Company had a total of \$347,091 of goodwill of which \$137,328 was allocated to the acquisition of the Aviel division and the balance was allocated to the more recent acquisitions of the RadioMobile and Worswick businesses. As a result of its review, management recorded a goodwill impairment charge of \$209,763 in the third quarter of fiscal 2009, which is included in operating expenses in the statement of income. There were no such triggering events in the third quarter of fiscal 2009 at the Aviel reporting unit and its goodwill was not affected.

**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

The changes in the carrying amounts of segment goodwill for fiscal 2010 and 2009 are as follows:

|                             | <b>RF Connectors and Cable Assembly</b> | <b>RF Wireless</b> | <b>Total</b>     |
|-----------------------------|---|--------------------|------------------|
| Balance at November 1, 2008 | \$ 200,848                              | \$ 146,243         | \$ 347,091       |
| Impairment Charge           | <u>(63,520)</u>                         | <u>(146,243)</u>   | <u>(209,763)</u> |
| Balance at October 31, 2009 | 137,328                                 | -                  | 137,328          |
| Impairment charge           | <u>(137,328)</u>                        | <u>-</u>           | <u>(137,328)</u> |
| Balance at October 31, 2010 | <u>\$ -</u>                             | <u>\$ -</u>        | <u>\$ -</u>      |

**Long-lived assets**

The Company assesses potential impairments to its long-lived assets when there is evidence that events or changes in circumstances indicate that the carrying amount of an asset may not be recovered. An impairment loss is recognized when the undiscounted cash flows expected to be generated by an asset (or group of assets) is less than its carrying amount. Any required impairment loss is measured as the amount by which the assets carrying value exceeds its fair value, and is recorded as a reduction in the carrying value of the related asset and a charge to operations.

**Amortizable Intangible assets**

Amortizable intangible assets are amortized over their estimated useful lives of three years.

|                          | <u>2010</u>     | <u>2009</u>      |
|--------------------------|-----------------|------------------|
| Software                 | \$ 47,522       | \$ 47,522        |
| Accumulated amortization | <u>(47,522)</u> | <u>(31,681)</u>  |
|                          | <u>-</u>        | <u>15,841</u>    |
| Customer list            | 33,945          | 33,945           |
| Accumulated amortization | <u>(33,945)</u> | <u>(22,630)</u>  |
|                          | <u>-</u>        | <u>11,315</u>    |
| Totals                   | <u>\$ -</u>     | <u>\$ 27,156</u> |

**Advertising**

The Company expenses the cost of advertising and promotions as incurred. Advertising costs charged to operations were approximately \$215,000 and \$254,000 in 2010 and 2009, respectively.

**Research and development**

The Company expenses research and development costs as incurred. Research and development costs charged to operations and included in engineering were approximately \$422,000 and \$889,000 in 2010 and 2009, respectively.

**Income taxes**

The Company accounts for income taxes under the asset and liability method, based on the income tax laws and rates in the jurisdictions in which operations are conducted and income is earned. This approach requires the recognition of deferred tax assets and liabilities for the expected future tax consequences of temporary differences

**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

between the carrying amounts and the tax bases of assets and liabilities. Developing the provision for income taxes requires significant judgment and expertise in federal, international and state income tax laws, regulations and strategies, including the determination of deferred tax assets and liabilities and, if necessary, any valuation allowances that may be required for deferred tax assets. Valuation allowances are established when necessary to reduce deferred tax assets to the amount expected to be realized. Management's judgments and tax strategies are subject to audit by various taxing authorities.

The Company recognizes accrued interest and penalties related to unrecognized tax benefits as a component of income tax expense.

**Stock options**

For stock option grants to employees, the Company recognizes compensation expense based on the estimated fair values of the options at date of grant. Stock based employee compensation expense is recognized on the straight-line basis over the requisite service period. The Company issues previously unissued common shares upon exercise of stock options.

For the fiscal years ended October 31, 2010 and 2009, charges related to stock based compensation amounted to approximately \$231,000 and \$153,000, respectively. For the fiscal years ended October 31, 2010 and 2009, stock based compensation classified in cost of sales amounted to \$33,000 and \$13,000 and stock based compensation classified in selling, general and engineering expense amounted to \$198,000 and \$140,000 respectively.

**Earnings per share**

Basic earnings per share is calculated by dividing net income applicable to common stockholders by the weighted average number of common shares outstanding during the period. The calculation of diluted earnings per share is similar to that of basic earnings per share, except that the denominator is increased to include the number of additional common shares that would have been outstanding if all potentially dilutive common shares, principally those issuable upon the exercise of stock options, were issued and the treasury stock method had been applied during the period. The greatest number of shares potentially issuable by the Company upon the exercise of stock options in any period for the years ended October 31, 2010 and 2009, that were not included in the computation because they were anti-dilutive, totaled 443,748 and 953,420, respectively.

The following table summarizes the calculation of basic and diluted earnings per share:

|  | <u>2010</u>         | <u>2009</u>       |
|--|---------------------|-------------------|
| Numerators:  |                     |                   |
| Net income (A)   | <u>\$ 1,220,247</u> | <u>\$ 655,967</u> |
| Denominators:  |                     |                   |
| Weighted average shares outstanding for basic earnings per share (B)               | 5,719,606           | 5,902,004         |
| Add effects of potentially dilutive securities - assumed exercise of stock options | <u>766,004</u>      | <u>595,804</u>    |
| Weighted average shares for diluted earnings per share (C)                         | <u>6,485,610</u>    | <u>6,497,808</u>  |
| Basic net earnings per share (A)÷(B)   | <u>\$ 0.22</u>      | <u>\$ 0.11</u>    |
| Diluted net earnings per share (A)÷(C)   | <u>\$ 0.19</u>      | <u>\$ 0.10</u>    |

## RF INDUSTRIES, LTD.

### NOTES TO FINANCIAL STATEMENTS

#### **Fair value measurements**

Financial assets and financial liabilities are required to be measured and reported on a fair value basis using the following three categories for classification and disclosure purposes:

*Level 1:* Quoted prices (unadjusted) in active markets that are accessible at the measurement date for assets or liabilities. The fair value hierarchy gives the highest priority to Level 1 inputs.

*Level 2:* Observable prices that are based on inputs not quoted on active markets, but corroborated by market data.

*Level 3:* Unobservable inputs that are used when little or no market data is available. The fair value hierarchy gives the lowest priority to Level 3 inputs.

In determining fair value, the Company utilizes valuation techniques that maximize the use of observable inputs and minimize the use of unobservable inputs to the extent possible. The Company also considers counterparty credit risk in its assessment of fair value. The carrying value of financial instruments including cash and cash equivalents, all certificates of deposit, accounts receivable, and accounts payable approximate their respective fair values due to the short-term maturities of these instruments. The fair value of the Company's note receivable from stockholder (see Note 9) cannot be practicably determined due to its related party nature. The Company classifies its certificates of deposit as Level 1 within the fair value hierarchy.

#### **New accounting pronouncements**

In April 2009, the Financial Accounting Standards Board issued new accounting guidance regarding the accounting for assets acquired and liabilities assumed in a business combination due to contingencies. This new guidance clarifies the initial and subsequent recognition, subsequent accounting and disclosure of assets and liabilities arising from contingencies in a business combination. This new guidance requires that assets acquired and liabilities assumed in a business combination that arise from contingencies be recognized at fair value, if the acquisition date fair value can be reasonably estimated. If the acquisition-date fair value of an asset or liability cannot be reasonably estimated, the asset or liability would be measured at the amount that would be recognized using the accounting guidance related to accounting for contingencies or the guidance for reasonably estimating losses. This new accounting guidance was effective for us on November 1, 2010; however, as the provision of the guidance will be applied prospectively to business combinations with an acquisition date on or after the guidance becomes effective, the impact to us cannot be determined until a transaction occurs.

#### **Note 2 - Concentration of credit risk and sales to major customers**

Financial instruments which potentially subject the Company to concentrations of credit risk consist primarily of cash and cash equivalents and accounts receivable. The Company considers all highly liquid debt instruments with an original maturity of three months or less when purchased to be cash equivalents. The Company maintains its cash and cash equivalents with high-credit quality financial institutions. At October 31, 2010, the Company had cash and cash equivalent balances in excess of Federally insured limits in the amount of approximately \$4,363,000.

Accounts receivable are financial instruments that also expose the Company to concentration of credit risk. Such exposure is limited by the large number of customers comprising the Company's customer base and their dispersion across different geographic areas. In addition, the Company routinely assesses the financial strength of its customers and maintains an allowance for doubtful accounts that management believes will adequately provide for credit losses.

Sales to one customer represented 20% and 15% of total sales, and 22% and 26% of total accounts receivable in 2010 and 2009, respectively. The Company has a standard written distributor agreement with this customer and, therefore, this customer does not have any minimum purchase obligations and could stop buying the

**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

Company's products at any time. A reduction, delay or cancellation of orders from this customer or the loss of this customer could significantly reduce the Company's revenues and profits.

**Note 3 - Inventories and major vendors**

Inventories consist of the following as of October 31:

|                            | <u>2010</u>         | <u>2009</u>         |
|----------------------------|---------------------|---------------------|
| Raw materials and supplies | \$ 1,405,443        | \$ 1,355,504        |
| Work in process            | 15,425              | 8,105               |
| Finished goods             | 3,348,944           | 3,685,950           |
| Less inventory reserve     | <u>(161,969)</u>    | <u>(64,638)</u>     |
| Totals                     | <u>\$ 4,607,843</u> | <u>\$ 4,984,921</u> |

Purchases of connector products from three major vendors represented 23%, 18%, and 14% of total inventory purchases in 2010 and 23%, 10%, and 8% in 2009, respectively. The Company has arrangements with these vendors to purchase product based on purchase orders periodically issued by the Company. During the third quarter of 2010, the Company wrote-off \$247,539 of excess and obsolete inventory at the Neulink division not previously reserved.

**Note 4 - Commitments**

The Company leases its facilities in San Diego, California and Las Vegas, Nevada under non-cancelable operating leases. The Company amended its San Diego lease in March 2009 extending the term of the lease and again in September 2009 adding additional square feet. The amended lease expires in March 2014 and requires minimum annual rental payments that are subject to fixed annual increases. The minimum annual rentals under this lease are being charged to expense on the straight-line basis over the lease term. Deferred rents, included in accrued expenses and other long-term liabilities, were \$98,000 as of October 31, 2010 and \$80,000 at October 31, 2009. The San Diego lease also requires the payment of the Company's pro rata share of the real estate taxes and insurance, maintenance and other operating expenses related to the facilities. The Oddcables.com division operations include a warehouse and retail space. During the past two years, the Aviel division was leasing two facilities in Las Vegas, the first of which was a three year lease, which expired in March 2010. The second lease was entered into and commenced in September 2009 and expires in March 2015. The Company also leases certain automobiles under operating leases which expire at various dates through October 2014.

Rent expense under all operating leases totaled approximately \$465,000 and \$459,000 in 2010 and 2009.

Minimum lease payments under these non-cancelable operating leases in each of the years subsequent to October 31, 2010 are as follows:

| <u>Year Ending<br/>October 31,</u> | <u>Amount</u>       |
|------------------------------------|---------------------|
| 2011                               | \$ 414,000          |
| 2012                               | 403,000             |
| 2013                               | 412,000             |
| 2014                               | 179,000             |
| 2015                               | 14,000              |
| Total                              | <u>\$ 1,422,000</u> |

The Company has an employment agreement with the President and Chief Executive Officer for a term of up to three consecutive one year periods commencing on June 20, 2008, and ending on June 20, 2011, which expires

## RF INDUSTRIES, LTD.

### NOTES TO FINANCIAL STATEMENTS

at the end of each employment year on June 19 and may be extended by the Company for an additional employment year on the anniversary dates thereafter. The aggregate amount of compensation to be provided over the remaining term of the employment agreement amounted to approximately \$140,000 at October 31, 2010.

#### Note 5 - Segment information

The Company aggregates operating divisions into operating segments which have similar economic characteristics and divisions are similar in the majority of the following areas: (1) the nature of the product and services; (2) the nature of the production process; (3) the type or class of customer for their products and services; (4) the methods used to distribute their products or services; (5) if applicable, the nature of the regulatory environment. The Company has three segments - RF Connector and Cable Assembly, Medical Cabling and Interconnector and RF Wireless based upon this evaluation.

The RF Connector and Cable Assembly segment is comprised of three divisions, the Medical Cabling and Interconnector is comprised of one division while the RF Wireless segment is comprised of two. The three divisions that meet the quantitative thresholds for segment reporting are Connector / Cable Assembly, Bioconnect and RF Neulink. Each of the other divisions aggregated into these segments have similar products that are marketed to their respective customer base; production and product development processes are similar in nature. The specific customers are different for each division; however, there is some overlapping of product sales to them. The methods used to distribute products are similar within each division aggregated.

Management identifies the Company's segments based on strategic business units that are, in turn, based along market lines. These strategic business units offer products and services to different markets in accordance with their customer base and product usage. For segment reporting purposes, the Company aggregates Connector and Cable Assembly, Aviel Electronics, and Oddcables.com divisions into the RF Connector and Cable Assembly segment while RF Neulink and RadioMobile are part of the RF Wireless segment. The Bioconnect Division makes up the Company's Medical Cabling and Interconnector segment.

As reviewed by the Company's chief operating decision maker, the Company evaluates the performance of each segment based on income or loss before income taxes. The Company charges depreciation and amortization directly to each division within the segment. All stock based compensation is attributed to the RF Connector and Cable Assembly segment. Inventory, fixed assets, goodwill and intangible assets are the only assets identified by segment. Except as discussed above, the accounting policies for segment reporting are the same as for the Company as a whole.

Substantially all of the Company's operations are conducted in the United States; however, the Company derives a portion of its revenue from export sales. The Company attributes sales to geographic areas based on the location of the customers. The following table presents the sales of the Company by geographic area for the years ended October 31, 2010 and 2009:

|                    | <u>2010</u>          | <u>2009</u>          |
|--------------------|----------------------|----------------------|
| United States      | \$ 14,504,628        | \$ 11,816,306        |
| Foreign countries: |                      |                      |
| Israel             | 696,022              | 1,175,744            |
| All other          | <u>1,121,528</u>     | <u>1,220,995</u>     |
| Totals             | <u>\$ 16,322,178</u> | <u>\$ 14,213,045</u> |



**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

Net sales, income before provision for income taxes and other related segment information as of October 31, 2010 and 2009, and for the years then ended follows:

|  | <b>RF<br/>Connector<br/>and Cable<br/>Assembly</b> | <b>Medical<br/>Cabling and<br/>Interconnector</b> | <b>RF<br/>Wireless</b> | <b>Corporate</b> | <b>Total</b>  |
|--|--|---|------------------------|------------------|---------------|
| <b>2010</b>  |  |   |                        |                  |               |
| Net sales  | \$ 14,094,158                                      | \$ 1,724,819                                      | \$ 503,201             | \$               | \$ 16,322,178 |
| Income (loss) before provision for<br>income taxes | 2,606,201  | 306,161   | (908,142)              | 86,614           | 2,090,834     |
| Depreciation and amortization                      | 164,055  | 23,315  | 26,896                 |                  | 214,266       |
| Total assets                                       | 4,204,819  | 316,149   | 617,202                | 13,971,193       | 19,109,363    |
| Additions to equipment and<br>furnishings          | 115,839  | 32,549  | 3,462                  |                  | 151,850       |
| <b>2009</b>  |  |   |                        |                  |               |
| Net sales  | \$ 12,153,597                                      | \$ 1,323,640                                      | \$ 735,808             | \$               | \$ 14,213,045 |
| Income (loss) before provision for<br>income taxes | 1,604,193  | 114,333   | (812,386)              | 193,429          | 1,099,569     |
| Depreciation and amortization                      | 193,512  | 13,613  | 32,652                 |                  | 239,777       |
| Total assets                                       | 4,505,866  | 289,911   | 919,432                | 10,882,991       | 16,598,200    |
| Additions to equipment and<br>furnishings          | 187,417  | 16,820  | 13,155                 |                  | 217,392       |

**Note 6 - Income taxes**

The provision (benefit) for income taxes consists of the following:

|           | <u>2010</u>       | <u>2009</u>       |
|-----------|-------------------|-------------------|
| Current:  |                   |                   |
| Federal   | \$ 825,965        | \$ 323,716        |
| State     | 211,222           | 111,186           |
|           | <u>1,037,187</u>  | <u>434,902</u>    |
| Deferred: |                   |                   |
| Federal   | (135,300)         | 21,200            |
| State     | (31,300)          | (12,500)          |
|           | <u>(166,600)</u>  | <u>8,700</u>      |
| Totals    | <u>\$ 870,587</u> | <u>\$ 443,602</u> |

**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

Income tax at the Federal statutory rate is reconciled to the Company's actual net provision for income taxes as follows:

|   | 2010              |                       | 2009              |                       |
|---|-------------------|-----------------------|-------------------|-----------------------|
|   | Amount            | % of Pretax<br>Income | Amount            | % of Pretax<br>Income |
| Income tax at Federal statutory rate            | \$ 710,100        | 34.0%                 | \$ 373,900        | 34.0%                 |
| State tax provision, net of Federal tax benefit | 118,748           | 5.7                   | 65,133            | 5.9                   |
| Nondeductible differences:                      |                   |                       |                   |                       |
| ISO stock options                               | 38,000            | 1.8                   | 17,700            | 1.6                   |
| Tax credits                                     |                   |                       | (50,124)          | (4.6)                 |
| Other   | 3,739             | 0.1                   | 36,993            | 3.4                   |
| Provision for income taxes                      | <u>\$ 870,587</u> | <u>41.6%</u>          | <u>\$ 443,602</u> | <u>40.3%</u>          |

The Company's total deferred tax assets and deferred tax liabilities at October 31, 2010 and 2009 are as follows:

|  | 2010              | 2009              |
|--|-------------------|-------------------|
| <u>Current Assets:</u>                   |                   |                   |
| Allowance for doubtful accounts          | \$ 30,200         | \$ 21,100         |
| Inventory obsolescence                   | 64,500            | 25,700            |
| Accrued vacation                         | 105,500           | 79,500            |
| State income taxes                       | 71,800            | 41,000            |
| Stock based compensation awards          | 200,300           | 171,900           |
| Section 263A costs                       | 97,600            | 103,300           |
| Other                                    | 43,200            | 35,700            |
| Total current assets                     | <u>613,100</u>    | <u>478,200</u>    |
| <u>Long-Term Assets:</u>                 |                   |                   |
| Amortization / intangible assets         | 131,600           | 82,500            |
| <u>Long-Term Liabilities:</u>            |                   |                   |
| Depreciation / equipment and furnishings | <u>(150,400)</u>  | <u>(133,000)</u>  |
| Net deferred tax assets                  | <u>\$ 594,300</u> | <u>\$ 427,700</u> |

A reconciliation of the beginning and ending amount of unrecognized tax benefits is as follow:

|   |                   |
|---|-------------------|
| Balance at November 1, 2008                                     | \$ 182,093        |
| Lapse of statute of limitations- tax positions in prior period  | (49,259)          |
| Gross increase – tax positions in current period                | <u>108,510</u>    |
| Balance at November 1, 2009                                     | 241,344           |
| Lapse of statute of limitations - tax positions in prior period | (194,921)         |
| Gross increase – tax positions in current period                | <u>169,748</u>    |
| Balance at October 31, 2010                                     | <u>\$ 216,171</u> |

The Company's total gross liability for unrecognized tax benefits at October 31, 2010 was \$216,171, including \$52,416 of interest and penalties. At November 1, 2009 the Company's total gross liability for unrecognized tax benefits was \$241,344, including \$59,765 of interest and penalties. During the year ended October

## RF INDUSTRIES, LTD.

### NOTES TO FINANCIAL STATEMENTS

31, 2009, a net increase of \$7,457 of interest and penalties as a result of a revaluation of prior year balances was recorded as a component of income tax expense in the statement of income.

The Company does not expect any material changes to the estimated amount of the liability associated with its uncertain tax positions within the next 12 months. During the year ended October 31, 2010, a reduction of \$7,349 of interest and penalties as a result of a revaluation of prior year balances was recorded as a component of income tax expense in the statement of income. As of October 31, 2010, \$52,416 of accrued interest and penalties are included in other long-term liabilities in the balance sheet. As of October 31, 2009, \$59,765 of accrued interest and penalties were included in other long-term liabilities in the balance sheet.

The Company is currently not undergoing any tax examinations. Tax fiscal years ended October 31, 2007 through 2010 remain subject to examinations.

#### Note 7 - Stock options

##### Incentive and Non-Qualified Stock Option Plans

In May 2000, the Board of Directors adopted the Company's 2000 Stock Option Plan (the "2000 Option Plan"). Under the 2000 Option Plan, the Company was authorized to grant options to purchase shares of common stock to officers, directors, key employees and others providing services to the Company. The number of shares of common stock that the Company was authorized to issue under options granted under the 2000 Option Plan initially was 300,000, which number automatically increased on January 1 of each year by the lesser of (i) 4% of the total number of shares of common stock then outstanding or (ii) 10,000 shares. Subsequently, the Board of Directors and Stockholders approved several increases in the authorized number of options to the 2000 Option Plan. The 2000 Option Plan expired in May of 2010. At time of expiration, the 2000 Plan had authorized the Company to grant options to purchase a total of 1,320,000 shares. Upon the expiration of the 2000 Plan, the Company was no longer able to grant any stock options to its employees, officers and directors. Accordingly, as of October 31, 2010, there were no shares of common stock authorized by the Company to be issued under the 2000 Option Plan. However, there were options for 955,396 shares that had been granted under the 2000 Plan, of which 772,572 were still outstanding and available for exercise. Under the 2000 Option Plan, the Company was authorized to grant both incentive stock options and non-qualified stock options. Incentive and non-qualified stock options under the 2000 Option Plan were granted at an exercise price no less than the fair value of the common stock on the date of grant.

On March 9, 2010, our Board of Directors adopted the RF Industries, Ltd. 2010 Stock Incentive Plan (the "2010 Plan"). In June 2010, our stockholders approved the 2010 Plan by vote as required by The NASDAQ Capital Market listing standards. Accordingly, the Company may now make awards under the 2010 Plan as described below. The Board adopted the 2010 Plan because the Company's prior stock option plan, the 2000 Option Plan that was adopted in May 2000, expired on May 5, 2010. An aggregate of 500,000 shares of common stock was set aside and reserved for issuance under the 2010 Plan. As of October 31, 2010, 407,546 shares of common stock were remaining for future grants of stock options under the 2010 Plan.

##### Additional disclosures related to stock option plans

The fair value of each option granted in 2010 and 2009 was estimated on the date of grant using the Black-Scholes option-pricing model with the following assumptions:

|                             | 2010        | 2009        |
|-----------------------------|-------------|-------------|
| Expected volatility         | 50.9%-57.7% | 53.7%-60.4% |
| Weighted-average volatility | 52.1%       | 56.1%       |
| Expected dividends          | 1.7%        | 0.6%        |
| Expected term (in years)    | 2.5-3.5     | 2.5-7.5     |
| Risk-free interest rate     | 0.5%-1.4%   | 1.0%-3.0%   |

**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

|   |                |                |
|---|----------------|----------------|
| Weighted average fair market value of options granted during the year | \$ <u>1.07</u> | \$ <u>0.99</u> |
| Weighted average fair market value of options vested during the year  | \$ <u>0.89</u> | \$ <u>0.85</u> |

Expected volatilities are based on historical volatility of the Company's stock. During fiscal 2010, the Company granted options for the purchase of 32,000 shares that vested immediately with an option life of five years, and options for the purchase of 152,908 shares with a vesting period of three years and an option life of five years. Since the Company has little historical experience in determining the expected life of these new option terms, the Company used the simplified method to calculate the expected life of these option grants. The expected life represents the period of time that options granted are expected to be outstanding. The risk-free rate is based on the U.S. Treasury rate with a maturity date corresponding to the options' expected life. The dividend yield is based upon the historical dividend yield. The Company estimates forfeiture rates based upon historical exercise behavior.

Additional information regarding all of the Company's outstanding stock options at October 31, 2010 and 2009 and changes in outstanding stock options in 2010 and 2009 follows:

|   | <u>2010</u>                     |  | <u>2009</u>                     |  |
|---|---------------------------------|--|---------------------------------|--|
|   | Shares or<br>Price Per<br>Share | Weighted<br>Average<br>Exercise<br>Price | Shares or<br>Price Per<br>Share | Weighted<br>Average<br>Exercise<br>Price |
| Options outstanding at beginning of year                    | 2,486,612                       | \$ 1.87                                  | 2,134,082                       | \$ 1.89                                  |
| Options granted   | 184,908                         | 3.20                                     | 447,910                         | 2.03                                     |
| Options exercised   | (159,908)                       | 1.29                                     |                                 |  |
| Options forfeited   | (56,660)                        | 2.20                                     | (95,380)                        | 2.90                                     |
| Options outstanding at end of year                          | <u>2,454,952</u>                | <u>\$ 2.00</u>                           | <u>2,486,612</u>                | <u>\$ 1.87</u>                           |
| Options exercisable at end of year                          | <u>1,832,058</u>                | <u>\$ 1.93</u>                           |                                 |  |
| Options vested and expected to vest at end of year          | 2,436,456                       | \$ 1.99                                  |                                 |  |
| Option price range at end of year                           | \$ 0.05 - \$3.78                |  | \$ 0.05 - \$3.78                |  |
| Aggregate intrinsic value of options exercised during year: | \$ 338,580                      |  |                                 |  |

Included in the options outstanding are 1,054,408 in 2010 and 1,001,742 in 2009 previously granted to six officers and/or key employees of the Company under employment agreements entered into by the Company with each of these officers and employees.

Weighted average remaining contractual life of options outstanding at October 31, 2010: 4.27 years.

Weighted average remaining contractual life of options exercisable at October 31, 2010: 3.99 years.

Weighted average remaining contractual life of options vested and expected to vest at October 31, 2010: 4.24 years.

Aggregate intrinsic value of options outstanding at October 31, 2010: \$3,593,437

Aggregate intrinsic value of options exercisable at October 31, 2010: \$2,864,346

Aggregate intrinsic value of options vested and expected to vest at October 31, 2010: \$3,566,364

## RF INDUSTRIES, LTD.

### NOTES TO FINANCIAL STATEMENTS

As of October 31, 2010, \$500,920 of expense with respect to nonvested share-based arrangements has yet to be recognized and is expected to be recognized over a weighted average period of 4.54 years.

#### **Note 8 - Retirement plan**

The Company sponsors a deferred savings and profit sharing plan under Section 401(k) of the Internal Revenue Code. Substantially all of its employees may participate in and make voluntary contributions to this defined contribution plan after they meet certain eligibility requirements. The Board of Directors of the Company can authorize discretionary contributions by the Company. The Company did not make contributions to the plan in 2010 or 2009.

#### **Note 9 - Related party transactions**

The note receivable from stockholder of \$66,980 at October 31, 2010 and 2009 is due from the President of the Company, bears interest at 6%, payable annually, and has no specific due date. The note is collateralized by personal property owned by the President.

A director of the Company is an employee of the Company's public relations firm. For the fiscal years ended October 31, 2010 and 2009, the Company paid the firm \$52,783 and \$52,668, respectively, for services rendered by that firm.

#### **Note 10- Legal proceedings**

From time to time, the Company is involved in legal proceedings that are related to its business operations. The Company is not currently a party to any legal proceedings that could have a material adverse effect upon its financial position or results of operations.

#### **Note 11- Business acquisition**

The Company acquired substantially all of the assets and assumed certain liabilities of RadioMobile Inc. ("RadioMobile"), a privately held San Diego, California company on September 1, 2007. RadioMobile Inc. is an OEM provider of end-to-end mobile management solutions implemented over wireless networks. RadioMobile has developed software and hardware used by police departments and transportation vehicles to receive and transfer electronic data. The RadioMobile purchase agreement contains certain provisions containing contractual and/or legal rights that could potentially create intangible assets apart from goodwill. The asset purchase agreement has an earn out provision over three years based upon revenues earned by RadioMobile operating as a separate division. As of October 31, 2010, all earn-out payments had been made. The purchase price for the RadioMobile assets included \$166,667 in cash payments and \$175,000 in stock issuance, representing 61,838 shares at \$2.83 and totaling \$35,665 of guaranteed minimum future consideration. Minimum contingent consideration amounts per the Asset Purchase Agreement were recorded upon closing at their net present value, using an 8% discount rate.

During the year ended October 31, 2010, shares of the Company's common stock with a value of \$10,000 were paid as per the minimum contingent earn-out provision included in the RadioMobile Asset Sales agreement. As of October 31, 2010, no additional future consideration was payable.

#### **Note 12- Dividends declaration**

The Company paid dividends of \$0.015 per share for a total of \$84,113 and \$94,780 during the fiscal years ended October 31, 2010 and 2009, respectively.

**RF INDUSTRIES, LTD.**

**NOTES TO FINANCIAL STATEMENTS**

**Note 13- Accrued expenses and other long-term liabilities**

Accrued expenses consist of the following as of October 31:

|                           | <u>2010</u>         | <u>2009</u>       |
|---------------------------|---------------------|-------------------|
| Wages payable             | \$ 834,188          | \$ 426,596        |
| Accrued receipts          | 318,490             | 183,212           |
| Other current liabilities | <u>64,776</u>       | <u>63,272</u>     |
| Totals                    | <u>\$ 1,217,454</u> | <u>\$ 673,080</u> |

Accrued receipts represent purchased inventory for which invoices have not been received.

Other long-term liabilities consist of the following as of October 31:

|                             | <u>2010</u>       | <u>2009</u>       |
|-----------------------------|-------------------|-------------------|
| Tax related liabilities     | \$ 216,171        | \$ 241,344        |
| Deferred lease liabilities  | 81,219            | 79,686            |
| Other long-term liabilities | <u>-</u>          | <u>-</u>          |
| Totals                      | <u>\$ 297,390</u> | <u>\$ 321,030</u> |

See Note 6 for discussion of the tax-related liabilities. Deferred lease liabilities represent the excess of recognized rent expense over scheduled lease payments.

**Note 14- Subsequent events**

At its December 10, 2010 meeting, the Board of Directors approved a \$0.015 dividend to be paid on January 17, 2011 to stockholders of record on December 31, 2010. On December 16, 2010, Congress passed the 2010 Tax Relief Act which will impact the Company's tax provision in the first quarter of fiscal 2011. Due to the passage of the Act into law, the Company estimates it will be able to claim an increased tax credit related to the year October 31, 2010 for research and development related to the year ended October 31, 2010 of approximately \$55,000. The credit will be recorded in the first quarter of fiscal 2011.

**Board of Directors**

Marvin H. Fink  
Chairman

Howard F. Hill  
Director, CEO

Darren Clark  
Director

William L. Reynolds  
Director

David Sandberg  
Director

J. Randall Waterfield  
Director

**Corporate Officers**

Howard F. Hill  
CEO

James S. Doss  
President, CFO and  
Corporate Secretary

**Executive Staff**

Manny Gutsche  
VP Sales and Marketing  
RF Industries

Robert Macias  
VP Product Assurance  
RF Industries  
President/General Manager  
Aviel Electronics division

Richard "Joe" LaFay  
President/General Manager  
RF Connectors Division and  
RF Cable Assemblies Division

Conrad Neri  
President/General Manager  
Bioconnect Division

Robert White  
Director  
RF Neulink Division

Jesse Fuller  
President/General Manager  
OddCables.com Division

James Moore  
President/General Manager  
Radio Mobile Division

Angela Sutton  
Director, Human Resources  
RF Industries

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**Common Stock**  
NASDAQ Global Market Exchange  
Symbol: RFIL

**Annual Meeting**  
November 4, 2011  
9 a.m., PDST  
Offices of TroyGould PC  
1801 Century Park East, 16<sup>th</sup> Floor  
Los Angeles, California  
(310) 553-4441

*Annual reports, 10Ks, 10Qs and news releases are available at [www.rfindustries.com](http://www.rfindustries.com), [rfi@rfindustries.com](mailto:rfi@rfindustries.com) or by contacting Howard Hill at (858) 549-6340 or (800) 233-1728.*

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