FREQUENCY ELECTRONICS INC Form 10-K

July 29, 2015

UNITED STATES SECURITIES AND EXCHANGE CO	MMISSION ON, D.C. 20549
WASHINGTO	JN, D.C. 20349
FOR	M 10-K
(Mark one)	
x ANNUAL REPORT PURSUANT TO SECTION 13 or	15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the Fiscal Year	ended April 30, 2015
	OR .
oTRANSITION REPORT PURSUANT TO SECTION 1934	13 or 15 (d) OF THE SECURITIES EXCHANGE ACT OF
For the transition period from	n to
Commission 1	File No. 1-8061
-	ECTRONICS, INC. t as specified in its charter)
Delaware	11-1986657
(State or other jurisdiction of incorporation or organization)	(I.R.S. Employer Identification No.)
55 CHARLES LINDBERGH BLVD., MITCHEL FIELD N.Y.	, 11553
(Address of principal executive offices)	(Zip Code)
Registrant's telephone number, including area code: 516-7	94-4500
Securities registered pursuan	nt to Section 12 (b) of the Act:
	Name of each exchange on
Title of each class Common Stock (par value \$1.00 per share)	which registered NASDAQ Global Market
Securities registered pursuan	nt to Section 12 (g) of the Act:

None

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes o No x

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or Section 15(d) of the Exchange Act. Yes o No x

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15 (d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes x No o

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (para 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes x No o

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K is not contained herein, and will not be contained, to the best of Registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K. x

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

Large accelerated filer o Accelerated filer o Non-accelerated filer o Smaller Reporting Company $\frac{1}{x}$

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes o No x

The aggregate market value of voting stock held by non-affiliates of the Registrant as of October 31, 2014 - \$67,700,000

The number of shares outstanding of Registrant's Common Stock, par value \$1.00 as of July 21, 2015 – 8,715,877

DOCUMENTS INCORPORATED BY REFERENCE: PART III incorporates information by reference from the definitive proxy statement to be filed for the Annual Meeting of Stockholders to be held on or about October 29, 2015.

Table of Contents

FREQUENCY ELECTRONICS, INC. and SUBSIDIARIES

TABLE OF CONTENTS

PART I

Item 1. Item 1A. Item 1B. Item 2. Item 3. Item 4.	Business Risk Factors Unresolved Staff Comments Properties Legal Proceedings Mine Safety Disclosures	3 10 10 11 11
	PART II	
Item 5.	Market For Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities	12
Item 6.	Selected Financial Data	13
Item 7.	Management's Discussion and Analysis of Financial Condition and Results of Operations	13
Item 7A.	Quantitative and Qualitative Disclosures About Market Risk	20
Item 8.	Financial Statements and Supplementary Data	21
Item 9.	Changes in and Disagreements With Accountants on	44
	Accounting and Financial Disclosure	
Item 9A.	Controls and Procedures	44
Item 9B.	Other Information	44
	PART III	
Item 10.	Directors and Executive Officers of the Company	45
Item 11.	Executive Compensation	45
Item 12.	Security Ownership of Certain Beneficial Owners and	45
	Management and Related Stockholder Matters	
Item 13.	Certain Relationships and Related Transactions, and Director Independence	45
Item 14.	Principal Accountant Fees and Services	45
	PART IV	
Item 15.	Exhibits and Financial Statement Schedules	46
<u>SIGNATURES</u>		47
INDEX TO EXHIBITS		48

Table of Contents

PART I

Item 1. Business

GENERAL DISCUSSION

Frequency Electronics, Inc. (sometimes referred to as "Registrant", "Frequency Electronics" or the "Company") is a world leader in precision time and frequency technology which is employed in commercial, government, Command, Control, Communication, Computer, Intelligence, Security and Reconnaissance ("C4ISR") and other military electronic systems. Its technology is used for a wide range of terrestrial and space applications.

Unless the context indicates otherwise, references to the Registrant or the Company are to Frequency Electronics, Inc. and its subsidiaries. References to "FEI" are to the parent company alone and do not refer to any of the subsidiaries. Frequency Electronics, a Delaware corporation, has its principal executive office at 55 Charles Lindbergh Boulevard, Mitchel Field, New York 11553. Its telephone number is 516-794-4500 and its website is www.frequencyelectronics.com.

Frequency Electronics was founded in 1961 as a research and development firm generating proprietary precision time and frequency technology primarily under contracts for end-use by the United States ("U.S.") Government. In the mid-1990's, the Company evolved into a designer, developer and manufacturer of state-of-the-art products for both commercial and government end-use. The Company's present mission is to be the world leader in providing precision time and low phase noise frequency generation systems, from 1 Hz to 46 GHz for space and other challenging environments. The Company's technology is the key element in enhancing the functionality and performance of many electronic systems.

MARKETS

The Company's dominant end market is satellite payloads, a market in which it has a unique legacy of providing master timing systems, power converters, and frequency generation, synthesis and distribution systems. It is currently addressing new opportunities in frequency converters, transmitters and receivers, representing a significant increase in the potential revenue for FEI products on any one satellite. These products support primary and hosted payloads for both commercial and U.S. Government end-use. Currently, approximately one thousand satellites with varying remaining years of useful life are operating in High/Geostationary, Medium and Low Earth Orbits. This number of operational satellites is expected to continue to grow over the next ten years as many new satellites are added and older ones are replaced. In addition, there are various mega-constellations being planned for the very near future that will operate in low earth orbits. For example, the OneWeb mega-constellations will consist of 900 small satellites with 648 operational and the balance as spare satellites.

The Company's products support multiple C4ISR counter measures and additional defense electronic applications for the U.S. Government on land, sea and air-borne platforms. Recently identified threats to the communication capabilities of U.S. Government facilities through jamming, multi-path or "spoofing" GPS signals may be mitigated by the Company's technologies. High precision, ruggedized clocks combined with specialized software are essential for communication and operational security.

Commercial markets include network infrastructure and other industrial uses. The Company's products support precise signal synchronization in mobile and wireline communication networks to maintain quality of service. Its products support expanded bandwidth and security in public and enterprise networks. The vast world-wide wireline network infrastructure incorporates thousands of central offices which provide network integrity and interconnectivity. The Company provides remote terminal units ("RTUs") for management of networks such as power

grids and gas lines as well as specialized timing technology for oil and gas exploration.

To address these markets, the Company has several corporate entities which operate under three reportable segments primarily based on the geographic locations of its subsidiaries.

1.FEI-NY The Company's satellite payload products for U.S. Government and commercial satellite programs are designed, developed and manufactured at its Long Island, New York facility. At this location the Company also applies its technology and legacy to products for the U.S. military and other U.S. Government agencies, as well as products for certain terrestrial commercial communications and other industrial applications.

Table of Contents

Frequency Electronics, Inc. Asia ("FEI-Asia") was established in fiscal year 2002 as a wholly-owned subsidiary, to be the Company's Asia-based low cost manufacturer of certain commercial communications products used primarily in the wireless and wireline markets as well as power grids. FEI-Asia is located in the Free-Trade Zone in Tianjin, China.

The Company's subsidiary, FEI-Elcom Tech, Inc. ("FEI-Elcom") designs and manufactures RF microwave devices and subsystems up to 46 GHz including fast switching, ultra low phase noise synthesizers, up-down converters, receivers, ceramic resonant oscillators and dielectric resonant oscillators. These instruments and components are critical for communication, surveillance, signal intelligence, automatic testing, satellite ground stations and satellite payloads. FEI-Elcom's RF microwave technology has also been utilized to develop new products for application in the Company's satellite payload end market.

- 2. Gillam-FEI The Company's Belgian subsidiary, Gillam-FEI, s.a. ("Gillam-FEI") develops and manufactures products for various network management and synchronization systems for different industries, utilities, railways and telecommunications providers in Europe, Africa, the Middle East and Asia.
- 3. FEI-Zyfer Precision time and frequency products that incorporate global positioning systems ("GPS") technology are manufactured by the Company's subsidiary FEI-Zyfer, Inc. ("FEI-Zyfer"). FEI-Zyfer's GPS capability complements the Company's existing technologies and permits the combined entities to provide a broader range of embedded systems for a variety of timing functions and anti-spoofing ("SAASM") applications. FEI-Zyfer also provides sales and support in the U.S. for the Company's wireline telecommunications family of products.

For additional information about these reportable segments, see "Item 1. Business – Reportable Segments and Products."

In addition to its subsidiaries, the Company made a strategic investment in Morion, Inc. ("Morion"), a Russian crystal oscillator manufacturer located in St. Petersburg, Russia. The Company's ownership of 4.6% of the outstanding shares of Morion's common stock permits the Company to secure a cost-effective source for high precision quartz resonators and crystal oscillators. The Morion investment is accounted for under the cost method. For more information regarding the Company's investment in Morion, see Note 9 to Consolidated Financial Statements.

REPORTABLE SEGMENTS AND PRODUCTS

The Company operates under three reportable segments, primarily aligned with the geographical locations of its subsidiaries: (1) FEI-NY, (2) Gillam-FEI; and (3) FEI-Zyfer. Within each segment the Company designs, develops, manufactures and markets precision time and frequency control products for different markets as described below. The Company's Chief Executive Officer measures segment performance based on total revenues and profits generated by each geographic center rather than on the specific types of customers or end-users. Consequently, the Company determined that the segments indicated above appropriately reflect the way the Company's management views the business. The FEI-NY segment, which operates out of the Company's Long Island, New York headquarters facility also includes the operations of the Company's wholly-owned subsidiaries, FEI-Asia and FEI-Elcom. FEI-Asia functions as a manufacturing facility for FEI-NY and other segments with historically minimal sales to outside customers. Beginning in late fiscal year 2014, FEI-Asia began shipping higher volumes of product to third parties as a contract manufacturer. FEI-Elcom, in addition to its own product line, provides design and technical support for the FEI-NY segment's satellite business. The products manufactured by the FEI-NY segment are principally marketed to the commercial and U.S. Government satellite markets, to other U.S. Department of Defense ("DOD") programs and to wireless communications networks. The Gillam-FEI segment operates out of Belgium and France and designs, develops and manufactures products for network synchronization and monitoring. Its products are currently sold primarily to non-U.S. customers. The primary business of the FEI-Zyfer segment, which operates out of California, is the design and manufacture of products which incorporate GPS technologies. FEI-Zyfer sells its products to both

commercial and U.S. Government customers, collaborates with other FEI segments on joint product development activities and provides sales and support for network synchronization products.

Table of Contents

During fiscal years 2015 and 2014, approximately 81% and 78%, respectively, of the Company's consolidated revenues were from products sold by the FEI-NY segment. Sales by Gillam-FEI were approximately 10% and 14% of consolidated revenues for fiscal years 2015 and 2014, respectively. In fiscal years 2015 and 2014, sales for the FEI-Zyfer segment were 12% and 11% of consolidated revenues, respectively. (The sum of annual sales percentages exceeds 100% due to intersegment sales.)

Consolidated revenues include sales to end-users in countries located outside of the U.S. During fiscal years 2015 and 2014, foreign sales comprised 31% and 26%, respectively, of consolidated revenues. For segment information, see Note 13 to the Consolidated Financial Statements.

FEI-NY segment:

The Company provides precision time, frequency generation and synchronization products and subsystems that are found on-board satellites, in ground-based communication stations, and imbedded in moving platforms operated by the U.S. military. The Company has made a substantial investment in research and development to apply its core technologies to satellite payloads, non-space DOD programs and network infrastructure markets. Revenues from satellite payloads, both for commercial and U.S. Government applications have increased in recent years while the portion of network infrastructure sales was reduced. The Company expects to continue to generate substantial revenues from deployment of new and replacement satellites and other U.S. Government/DOD applications including sales of ruggedized subsystems for moving platforms of the U.S. military.

Satellite Payloads

The use of satellites launched for communications, navigation, weather forecasting, video and data transmissions and Internet access has expanded the need to transmit increasing amounts of voice, video, and data to earth-based receivers. This requires more precise timing and frequency control at the satellite. The Company manufactures the master timing systems (quartz, rubidium and cesium) and other significant timing and frequency generation products for communication satellites, and many of the Company's other space assemblies are used onboard spacecraft for command, control and power distribution. Efficient and reliable DC-DC power converters are also manufactured for the Company's own assemblies and as stand-alone products for space applications. The Company's oven-controlled quartz crystal oscillators are cost-effective precision clocks suited for high-end performance required in satellite transmissions, airborne telephony and geophysical survey positioning systems. Newly developed and upgraded frequency generators, synthesizers, and up/down converters and receivers have augmented the Company's product offerings and positioned the Company to provide a greater share of a typical satellite's payload. Commercial satellite programs which utilize the Company's space-qualified products include Iridium NEXT, MexSat, MSV, ICO, TerreStar, EchoStar, Intelsat, Inmarsat and numerous others. The Company is also positioned to participate in the various mega-constellations being planned for the very near future that will operate in low earth orbits. For example, the OneWeb mega-constellations will consist of 900 small satellites with 648 operational and the balance as spare satellites.

In the years ahead, the Company expects that the U.S. DOD will require more secure communication capabilities, more assets in space and greater bandwidth. The Global Positioning Satellite System, the MILSTAR Satellite System and the AEHF Satellite System are examples of the programs in which the Company participates - programs which management believes are important to the success of the U.S. Government's security, communication and intelligence needs. The Company has manufactured the master clock for the Trident missile, the basic timing system for the Voyager I and Voyager II deep space exploratory missions and the quartz timing system for the Space Shuttle. The Company's product offerings for U.S. Government satellite programs are similar in design and function to those used on commercial satellites, as described above.

U.S. Government- Non-space:

In addition to space-based programs, the Company's proprietary products have been used in airborne and ground-based guidance, navigation, communications, radar, sonar surveillance and electronic countermeasure and timing systems. The Company has developed and patented a low g-sensitivity (gravity) technology which offers a 100-fold improvement in performance under shock, vibration and other environmental effects. Products are built in accordance with DOD standards and are in use on many of the U.S. Government's important military applications. The Company anticipates that adequate funds will be provided by the U.S. Government to ensure that these programs are sustained.

Table of Contents

FEI-Elcom designs and manufactures RF microwave devices and subsystems up to 46 GHz including fast switching, ultra low phase noise synthesizers, up-down converters, receivers, ceramic resonant oscillators and dielectric resonant oscillators. These instruments and components are important for communication, surveillance, signal intelligence, automatic testing, satellite ground stations and satellite payloads.

The Company's sales on U.S. Government programs for both space and non-space applications are generally made under fixed price contracts either directly with U.S. Government agencies or indirectly through subcontracts intended for government end-use. The price paid to the Company is not subject to adjustment by reason of the costs incurred by the Company in the performance of the contract, except for costs incurred due to contract changes ordered by the customer. These contracts are negotiated on terms under which the Company bears the risk of cost overruns and derives the benefit from cost savings.

The federal budget for U.S. military programs has been under intense scrutiny in recent years. The Budget Control Act of 2011, which went into effect in March 2013, was an example of U.S. Government efforts to reduce the federal deficit by a process known as sequestration. Due to continuing budgetary concerns, future annual budgets proposed by the federal administration and Congress may include lower spending for U.S. military programs. As indicated above, many of the programs and platforms for which the Company supplies products and systems, are used by the U.S. Government for maintaining secure communications world-wide, for obtaining vital intelligence and for enabling precision targeting capabilities. It is the belief of management that the future success of the mission of the U.S. military and intelligence gathering community is dependent on successful and timely deployment of these systems. Thus, the Company anticipates that adequate funds will be provided by the U.S. Government to ensure that the programs are completed. It is possible, however, that some programs or product sales could be slowed or delayed due to U.S. Government spending constraints.

Recently the Company has also received several cost-plus-fee contracts. Under these contracts, the Company may be able to recover all of its direct and indirect costs related to the programs plus a pre-determined fee. In the event of substantial cost overruns, the fee may be reduced.

Negotiations on U.S. Government contracts are sometimes based in part on Certificates of Current Costs. An inaccuracy in such certificates may entitle the government to an appropriate recovery. From time to time, the Defense Contracts Audit Agency ("DCAA") audits the Company's accounts with respect to these contracts.

All U.S. Government end-use contracts are subject to termination by the purchaser for the convenience of the U.S. Government and are subject to various other provisions for the protection of the U.S. Government. In the event of such termination, the Company is entitled to receive compensation as provided under such contracts and in the applicable U.S. Government regulations.

Network Infrastructure

The development of new and enhanced technologies brings expanded and more reliable telecommunications and Internet services to the public. As digital cellular systems and Personal Communication Systems ("PCS") networks grow they require more base stations to meet the demand for better connectivity, higher data rates and dependable high quality for cell phone service. Cellular infrastructure integrators and original equipment manufacturers, consisting of some of the world's largest telecommunications companies, are building out existing networks even as they develop new technologies for future systems.

In conjunction with its European subsidiary, Gillam-FEI, the Company has developed state-of-the-art network synchronization equipment. These products are intended to provide synchronization and timing references for communication and enterprise networks within the U.S. and overseas.

Table of Contents

Gillam-FEI segment:

Gillam-FEI extends the Company's competencies into network synchronization, network management, and specialized test equipment. With the advent of new digital broadband transmission technologies, reliable synchronization remains the warranty to quality of service for telecommunications operators. Gillam-FEI is among the world leaders in the field of wireline synchronization technology and its products are targeted towards telecommunication operators and network equipment manufacturers that utilize modular and flexible platforms to build reliable digital-network-systems worldwide. Telecommunications operators such as Belgacom, France Telecom, Telefonica and other service providers are among Gillam-FEI's major customers. Gillam-FEI also provides ancillary products intended for deployment in the European, Middle Eastern, Asian and African markets. Included in its family of products is a remote terminal unit ("GRTU") that Gillam-FEI developed in concert with a major French electric utility company. The GRTU is intended to monitor the electrical current in a power grid and relay the information to a central location. Gillam-FEI markets variants of this product to other electric utility companies in projects to create "smart" grids.

FEI-Zyfer segment:

FEI-Zyfer designs, develops and manufactures products for precision time and frequency generation and synchronization, primarily incorporating GPS technology. FEI-Zyfer's products make use of both "in-the-clear" civil and "crypto-secured" military signals from GPS. In most cases, FEI-Zyfer's products are integrated into communications systems, computer networks, test equipment, and military command and control terminals for ground and satellite link applications. More than 60% of revenues are derived from sales where the end user is the U.S. Government. FEI-Zyfer's products are an important extension of FEI's core product line, specifically in the area of GPS capabilities. In addition, FEI-Zyfer provides sales and support for the Company's family of wireline telecommunications and derivative products. Recently identified threats to the communication capabilities of U.S. Government facilities through jamming, multi-path or "spoofing" GPS signals may be mitigated by FEI-Zyfer's technologies and products. High precision, ruggedized clocks combined with specialized software are essential for communication and operational security.

BACKLOG

As of April 30, 2015, the Company's consolidated backlog amounted to approximately \$48 million at the end of the prior fiscal year. Approximately 75% of the current backlog is expected to be filled during the Company's fiscal year ending April 30, 2016. Included in the backlog at April 30, 2015 is approximately \$2.9 million under cost-plus-fee contracts which the Company believes represent firm commitments from its customers for which the Company has not received full funding to date. The Company excludes from backlog any contracts or awards for which it has not received authorization to proceed. On fixed price contracts, the Company excludes any unfunded portion. The Company expects any partially funded contracts to become fully funded over time and will add the additional funding to its backlog at that time. The backlog is subject to change by reason of several factors including possible cancellation of orders, change orders, terms of the contracts and other factors beyond the Company's control. Accordingly, the backlog is not necessarily indicative of the revenues or profits (losses) which may be realized when the results of such contracts are reported.

CUSTOMERS AND SUPPLIERS

The Company markets its products both directly and through approximately 30 independent sales representative organizations located in the U.S., Europe and Asia. Sales to non-U.S. end-users, which includes the revenues of its overseas subsidiaries, totaled approximately 31% and 26%, respectively, of net revenues in fiscal years 2015 and 2014.

The Company's products are sold to both commercial and governmental customers. For the years ended April 30, 2015 and 2014, approximately 47% and 54%, respectively, of the Company's sales were made under contracts to the U.S. Government or subcontracts for U.S. Government end-use.

During fiscal years 2015 and 2014, Boeing Corporation ("Boeing"), Northrop Grumman Corporation ("Northrop"), and Thales Alenia Space ("Thales") each accounted for more than 10% of FEI-NY segment revenues. During fiscal year 2015, Boeing and Thales also accounted for more than 10% of consolidated revenues while during fiscal year 2014, Boeing and Northrop each accounted for more than 10% of consolidated revenues.

Table of Contents

During fiscal years 2015 and 2014, Belgacom was a major customer of the Gillam-FEI segment, accounting for more than 10% of that segment's revenues in each year.

During fiscal year 2015, L-3 Communications ("L-3") and Copper River Information Technology were major customers of the FEI-Zyfer segment, each accounting for more than 10% of the segment's revenues. During fiscal year 2014, L-3 accounted for more than 10% of FEI-Zyfer's revenues.

The loss by the Company of any one of these customers could have a material adverse effect on the Company's business. The Company believes its relationship with these companies to be mutually satisfactory and is not aware of any prospect for the cancellation or significant reduction of any of its commercial or existing U.S. Government contracts.

The Company purchases a variety of components such as transistors, resistors, capacitors, connectors and diodes for use in the manufacture of its products. The Company is not dependent upon any one supplier or source of supply for any of its component part purchases and maintains alternative sources of supply for all of its purchased components. The Company has found its suppliers generally to be reliable and price-competitive.

RESEARCH AND DEVELOPMENT

The Company's technological leadership continues to be an important factor to support future growth in revenues and earnings. The Company has focused its internal research and development efforts on improving the core physics and electronic packages in its time and frequency products, conducting research to develop new time and frequency technologies, improving product manufacturability by seeking to reduce its production costs through product redesign and process improvements and other measures to take advantage of lower cost components.

The Company continues to focus a significant portion of its own resources and efforts on developing hardware for satellite (commercial and U.S. Government) and terrestrial commercial communications systems, including wireless, wireline and GPS-related systems. During fiscal years 2015 and 2014, the Company expended \$5.7 million and \$5.8 million of its own funds, respectively, on such research and development activity. See "Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations." During fiscal years 2015 and 2014, some of the Company's development resources were applied to certain cost-plus-fee contracts and the design-stage of fixed-price satellite payload programs. As a result, a portion of the Company's development efforts were customer-funded and the costs appear in cost of revenues resulting in reduced internal research and development spending. For fiscal year 2016, the Company anticipates that internal research and development spending will exceed the amount expended during fiscal year 2015 but will remain at less than 10% of revenues. The actual amount spent in fiscal year 2016 will depend on market conditions and identification of new opportunities.

PATENTS AND LICENSES

The Company believes that its business is generally not dependent on patent or license protection. Rather, it is primarily dependent upon the Company's technical competence, the quality of its products and its prompt and responsible contract performance. However, employees working for the Company assign all rights to inventions to the Company and the Company presently holds such patents and licenses. In certain limited circumstances, the U.S. Government may use or permit the use by the Company's competitors of certain patents or licenses the government has funded. During fiscal year 2003, the Company received a broad and significant patent for new, proprietary quartz oscillator technology which the Company intends to exploit in both legacy and new applications. In 2006, the Company obtained a basic patent for its low g-sensitivity technology which management believes will permit greatly enhanced performance of devices on moving platforms and under externally imposed shock or vibration.

COMPETITION

The Company experiences competition in all areas of its business. Many of the Company's competitors are larger, have greater financial resources and have larger research and development and marketing staffs. The Company has a strong history of competing successfully in this environment due to the quality, reliability and outstanding record of performance its products have achieved. The Company competes primarily on the basis of the accuracy, performance and reliability of its products, the ability of its products to function under severe conditions, such as in space or in other extremely hostile environments, and the Company's track record of prompt and responsive contract performance and technical competence. The Company has a unique and broad product line which includes quartz, rubidium, and cesium based timing references and specialized RF microwave technology. With respect to very high precision products, the Company encounters fewer competitors than it does for lower precision products for which there are a significant number of suppliers.

Table of Contents

The Company's principal competition for space products is the in-house capability of its major customers such as Boeing, Northrop, Lockheed Martin and Space Systems Loral as well as a number of other firms capable of providing high-reliability microwave frequency generators. With respect to non-space products, instruments and systems for timing and synchronization, the Company competes with large domestic companies such as Keystone Agilent Technologies, Excelitas Technologies Corp. (a Veritas Capital portfolio company), Microsemi Corporation and Vectron, Inc., a division of Dover Corp. The Company also competes against multiple foreign entities including Indian, Korean and other Asian enterprises such as the Chinese company, Huawei. In Europe large competitors include Siemens, Schneider Electric and Oscilloquartz, a division of ADVA Optical Networking SE.

The Company has successfully outsourced certain manufacturing processes to third parties and to its wholly-owned subsidiary, FEI-Asia in Tianjin, China and to Russia-based Morion, in which the Company is a minority shareholder. The Company conducts this outsourcing to maintain a competitive position on cost while adhering to its high quality standards. The Company believes its ability to obtain raw materials, manufacture finished products, integrate them into systems and sub-systems and interface these systems with highly sophisticated end-user applications provides a strong competitive edge.

EMPLOYEES

The Company employs approximately 430 full-time persons worldwide. None of the U.S., European or Chinese employees is represented by labor unions.

OTHER ASPECTS

The Company's business is not seasonal although it expects to experience some fluctuation in revenues during the second fiscal quarter as a result of summer holiday periods. No unusual working capital requirements exist.

EXECUTIVE OFFICERS OF THE COMPANY

The executive officers hold office until the annual meeting of the Board of Directors following the annual meeting of stockholders, subject to earlier removal by the Board of Directors.

The names of all executive officers of the Company and all positions and offices with the Company which they presently hold are as follows:

Joseph P. Franklin	-	Chairman of the Board of Directors
Martin B. Bloch	-	President, Chief Executive Officer and Director
Markus Hechler	-	Executive Vice President, President of FEI Government Systems, Inc. and Assistant Secretary
Oleandro Mancini	-	Senior Vice President, Business Development
Steven Strang	-	President, FEI-Zyfer
James Davis	-	President, FEI-Elcom Tech
Leonard Martire	-	Vice President, Program Management

Thomas McClelland - Vice President, Advanced Development

Adrian Lalicata - Vice President, RF & Microwave Systems

Alan Miller - Secretary/Treasurer and Chief Financial Officer

None of the officers and directors is related.

Joseph P. Franklin, age 81, has served as a Director of the Company since March 1990. In December 1993 he was elected Chairman of the Board of Directors. He also served as Chief Executive Officer from December 1993 through October 1998 and as Chief Financial Officer from September 1996 through October 1998. From August 1987 to November 1993, he was the Chief Executive Officer of Franklin S.A., a Spanish business consulting company located in Madrid, Spain, specializing in joint ventures, and was a director of several prominent Spanish companies. General Franklin was a Major General in the U.S. Army until he retired in July 1987.

Table of Contents

Martin B. Bloch, age 79, has been a Director of the Company and of its predecessor since 1961. Mr. Bloch is the Company's President and Chief Executive Officer and has held such positions since inception of the Company, except for the period from December 1993 through October 1998 when General Franklin held the CEO position. Previous to forming the Company, Mr. Bloch served as chief electronics engineer of the Electronics Division of Bulova Watch Company.

Markus Hechler, age 69, joined the Company in 1967. He was elected to the position of Executive Vice President in February 1999, prior to which he served as Vice President, Manufacturing since 1982. In October 2001, he was named President of the Company's subsidiary, FEI Government Systems, Inc. He has served as Assistant Secretary since 1978.

Oleandro Mancini, age 66, joined the Company in August 2000 as Vice President, Business Development and was promoted to Senior Vice President in 2010. Prior to joining the Company, Mr. Mancini served from 1998 as Vice President, Sales and Marketing at Satellite Transmission Systems, Inc. and from 1995 to 1998 as Vice President, Business Development at Cardion, Inc., a Siemens A.G. company. From 1987 to 1995, he held the position of Vice President, Engineering at Cardion, Inc.

Steven Strang, age 51, was named President of FEI-Zyfer, Inc., effective May 1, 2005. Previously, Mr. Strang was Executive Vice President of this subsidiary and its predecessor companies where he has served for 20 years in various technical and management positions.

James Davis, age 62, is the President of FEI-Elcom Tech, Inc. which the Company acquired in February 2012. Mr. Davis was named an officer of the Company in October 2013. Mr. Davis became the president of Elcom Technologies, Inc., the pre-acquisition company, on September 20, 2007. Prior to joining FEI-Elcom, Mr. Davis held leadership positions at other technology companies including General Manager of Hewlett Packard's (Agilent) Semiconductor Systems Center, Vice President and General Manager of Schlumberger Technologies N.A. and Vice President and General Manager of Gretag Macbeth LLC. Mr. Davis also held the rank of Captain as a U.S. Army Special Forces Team Commander.

Leonard Martire, age 78, joined the Company in August 1987 and served as Executive Vice President of FEI Microwave, Inc., the Company's wholly-owned subsidiary, until May 1993 when he was elected Vice President, Marketing and Sales. In fiscal year 2007, Mr. Martire assumed the role of Vice President Program Management.

Thomas McClelland, age 60, joined the Company as an engineer in 1984 and was elected Vice President, Commercial Products in March 1999. In fiscal year 2011, Mr. McClelland's title was modified to Vice President Advanced Development to describe his expanded role in the Company.

Adrian Lalicata, age 68, joined the Company in 2006 as Vice President, RF & Microwave Systems. Prior to joining the Company, Mr. Lalicata served as Vice President of Engineering at Herley-CTI and Communication Techniques, a Dover Company. Mr. Lalicata has served as Director of Engineering at Microphase Corp. and Adcomm, Inc. He also held leading engineering positions at Loral Electronic Systems, Cardion Electronics, and Airborne Instruments Laboratories.

Alan Miller, age 66, joined the Company in November 1995 as its corporate controller and was elected to the position of Treasurer and Chief Financial Officer in October 1998. In May 2010, Mr. Miller was also named corporate Secretary. Prior to joining the Company, Mr. Miller served as an operations manager and a consultant to small businesses from 1992 through 1995 and as a Senior Audit Manager with Ernst & Young, L.L.P. from 1980 to 1991.

Item 1A. Risk Factors

This item is not required for smaller reporting companies.

Item 1B. Unresolved Staff Comments

This item is not required for smaller reporting companies.

Table of Contents

Item 2. Properties

The Company operates out of several facilities located around the world. Each facility is used for manufacturing its products and for administrative activities. The following table presents the location, size and terms of ownership/occupation:

Location	Size (sq. ft.)	Own or Lease
Long Island, NY	93,000	Lease
Garden Grove, CA	27,850	Lease
Liege, Belgium	34,000	Own
Chalon Sur Saone,	5,000	Lease
France		
Tianjin, China	28,000	Lease
Rockleigh, NJ	32,000	Lease

The Company's facility located in Mitchel Field, Long Island, New York, is part of the building that the Company constructed in 1981 and expanded in 1988 on land leased from Nassau County. In January 1998, the Company sold this building and the related land lease to Reckson Associates Realty Corp. ("Reckson"), leasing back the space that it presently occupies.

The Company leased its manufacturing and office space from Reckson under an initial 11-year lease followed by two five-year renewal periods. The Company is currently in the second 5-year renewal period paying annual rent of \$800,000 per year plus its pro rata share of real estate taxes and the costs of utilities and insurance. The lease will end in January 2019. The leased space is adequate to meet the Company's domestic operational needs which encompass the principal operations of the FEI-NY segment and also serves as the Company's world-wide corporate headquarters.

The Garden Grove, California facility is leased by the Company's subsidiary, FEI-Zyfer, Inc. The facility consists of a combination office and manufacturing space. The lease, which expires in August 2017, currently requires monthly payments of approximately \$30,400 and will increase each year over the remaining 28 months of the lease term.

The Company's subsidiary, Gillam-FEI, owns a manufacturing and office facility in Liege, Belgium. Gillam-FEI's French operation leases space in Chalon Sur Saone, France under a 9-year lease, cancelable after three years, at an approximate rate of \$1,000 per month. These facilities are adequate to meet the present and future operational requirements of Gillam-FEI.

The Tianjin, China facility is the location of the Company's wholly-owned subsidiary, FEI-Asia. The subsidiary's office and manufacturing facility is located in the Tianjin Free-Trade Zone. The lease is renewable annually with monthly rent of \$6,800 through February 2016. The facility is adequate for the near-term manufacturing expectations for the Company.

FEI-Elcom operates out of a leased facility located in Rockleigh, New Jersey. The facility consists of a combination office and manufacturing space. The lease, which expires in March 2016, requires monthly payments of \$28,000.

Item 3. Legal Proceedings

From time to time, the Company is a defendant in litigation arising out of the ordinary course of business. As of July 21, 2015, the Company is not a party to any material, pending legal proceeding other than routine litigation incidental to its business.

Item 4. Mine Safety Disclosures

Not applicable.

Table of Contents

PART II

Item 5. Market for Registrant's Common Equity, Related Stockholder Matters and Issuer Purchases of Equity Securities

The Common Stock of the Company is listed on The Nasdaq Global Market ("NASDAQ") under the ticker symbol "FEIM." The following table shows the high and low sale price for the Company's Common Stock for the quarters indicated, as reported on the NASDAQ.

FISCAL QUARTER	HIG	H SALE	LO	W SALE
2015–				
FIRST QUARTER	\$	12.50	\$	10.31
SECOND QUARTER		12.50		10.50
THIRD QUARTER		11.99		10.00
FOURTH QUARTER		14.80		11.35
2014 –				
FIRST QUARTER	\$	11.00	\$	9.46
SECOND QUARTER		12.50		10.12
THIRD QUARTER		13.31		10.65
FOURTH QUARTER		12.75		10.25

As of July 21, 2015, the approximate number of holders of record of common stock was 700. The closing share price of the Company's stock on April 30, 2015 was \$13.24. The closing share price of the Company's stock on July 21, 2015 was \$11.00.

DIVIDEND POLICY

The Board of Directors reviews the Company's dividend policy at each regular meeting. No dividends were declared or paid during fiscal years 2015 and 2014.

STOCK BUYBACK PROGRAM

In March 2005, the Company's Board of Directors authorized a stock repurchase program for up to \$5 million of the Company's outstanding common stock. This program does not have an expiration date. Shares may be purchased in open market purchases, private transactions or otherwise at such times and from time to time, and at such prices and in such amounts as the Company believes appropriate and in the best interests of its shareholders. The timing and volume of repurchases will vary depending on market conditions and other factors. Purchases may be commenced or suspended at any time without notice. During fiscal year 2009, the Company repurchased 724,632 shares under the buyback program, including a block purchase of 615,000 shares from its former largest institutional shareholder. The average purchase price was \$4.29 per share or an aggregate amount of approximately \$3.1 million. With these purchases, the Company has acquired approximately \$4 million of its common stock out of the total authorization of \$5 million. The Company did not make any purchases of stock for the treasury during fiscal years 2015 or 2014.

EQUITY COMPENSATION PLAN INFORMATION

Plan Category	Number of securities	Weighted-average	Number of securities
	to be issued upon	exercise price of	remaining available
	exercise of	outstanding options	for future issuance
	outstanding options	warrants and rights	under equity

	warrants and rights (a) (b)				compensation plans (excluding securities reflected in column (a)) (c)
Equity Compensation Plans					
Approved by Security Holders (1)		1,610,625	\$	8.88	67,091

⁽¹⁾ The Company's equity compensation plans are described in Note 11 to the Consolidated Financial Statements.

Table of Contents

Item 6. Selected Financial Data

This item is not required for smaller reporting companies.

Item 7. Management's Discussion and Analysis of Financial Condition and Results of Operations

"Safe Harbor" Statement under the Private Securities Litigation Reform Act of 1995:

The statements in this Annual Report on Form 10-K regarding future earnings and operations and other statements relating to the future constitute "forward-looking" statements pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements inherently involve risks and uncertainties that could cause actual results to differ materially from the forward-looking statements. Factors that would cause or contribute to such differences include, but are not limited to, inability to integrate operations and personnel, actions by significant customers or competitors, general domestic and international economic conditions, consumer spending trends, reliance on key customers, continued acceptance of the Company's products in the marketplace, competitive factors, new products and technological changes, product prices and raw material costs, dependence upon third-party vendors, competitive developments, changes in manufacturing and transportation costs, the availability of capital, and the outcome of any litigation and arbitration proceedings. The factors listed above are not exhaustive. Other sections of this Form 10-K include additional factors that could materially and adversely impact the Company's business, financial condition and results of operations. Moreover, the Company operates in a very competitive and rapidly changing environment. New factors emerge from time to time and it is not possible for management to predict the impact of all these factors on the Company's business, financial condition or results of operations or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. Given these risks and uncertainties, investors should not rely on forward-looking statements as a prediction of actual results. Any or all of the forward-looking statements contained in this Form 10-K and any other public statement made by the Company or its management may turn out to be incorrect. The Company expressly disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Critical Accounting Policies and Estimates

The Company's significant accounting policies are described in Note 1 to the Consolidated Financial Statements. The Company believes its most critical accounting policies to be the recognition of revenue and costs on production contracts and the valuation of inventory. Each of these areas requires the Company to make use of reasonable estimates including estimating the cost to complete a contract, the realizable value of its inventory or the market value of its products. Changes in estimates can have a material impact on the Company's financial position and results of operations.

Revenue Recognition

Revenues under larger, long-term contracts which generally require billings based on achievement of milestones rather than delivery of product, are reported in operating results using the percentage of completion method. On fixed-price contracts, which are typical for commercial and U.S. Government satellite programs and other long-term U.S. Government projects, and which require initial design and development of the product, revenue is recognized on the cost-to-cost method. Under this method, revenue is recorded based upon the ratio that incurred costs bear to total estimated contract costs with related cost of sales recorded as the costs are incurred. Each month management reviews estimated contract costs through a process of aggregating actual costs incurred and estimating additional costs to completion based upon the current available information and status of the contract. The effect of any change in the estimated gross margin percentage for a contract is reflected in revenues in the period in which the change is

known. Provisions for the full amount of anticipated losses on contracts are made in the period in which they become determinable.

Table of Contents

On production-type orders, revenue is recorded as units are delivered with the related cost of sales recognized on each shipment based upon a percentage of estimated final program costs.

Changes in job performance on long-term contracts and production-type orders may result in revisions to costs and income and are recognized in the period in which revisions are determined to be required. Provisions for anticipated losses on customer orders are made in the period in which they become determinable.

For customer orders in the Company's Gillam-FEI and FEI-Zyfer segments or smaller contracts or orders in the FEI-NY segment, sales of products and services to customers are reported in operating results based upon (i) shipment of the product or (ii) performance of the services pursuant to terms of the customer order. When payment is contingent upon customer acceptance of the installed system, revenue is deferred until such acceptance is received and installation completed.

Costs and Expenses

Contract costs include all direct material, direct labor costs, manufacturing overhead and other direct costs related to contract performance. Selling, general and administrative costs are charged to expense as incurred.

Inventory

In accordance with industry practice, inventoried costs contain amounts relating to contracts and programs with long production cycles, a portion of which will not be realized within one year. Inventory write downs are established for slow-moving materials, obsolete items and costs incurred on programs for which production-level orders cannot be determined as probable. Such write downs are based upon management's experience and expectations for future business. Any changes arising from revised expectations are reflected in cost of sales in the period the revision is made.

Marketable Securities

All of the Company's investments in marketable securities are Level 1 securities which trade on public markets and have current prices that are readily available. In general, investments in fixed price securities are only in the commercial paper of financially sound corporations or the bonds of U.S. Government agencies. Although the value of such investments may fluctuate significantly based on economic factors, the Company's own financial strength enables it to wait for the securities to either recover their value or to mature such that any interim unrealized gains or losses are deemed to be temporary.

RESULTS OF OPERATIONS

The table below sets forth for the fiscal years ended April 30, 2015 and 2014, the percentage of consolidated net sales represented by certain items in the Company's consolidated statements of operations:

	2015	20	14	
Revenues				
FEI-NY	80.9	%	77.9	%
Gillam-FEI	10.5		14.0	
FEI-Zyfer	12.0		11.2	
Less intersegment revenues	(3.4)	(3.1)
	100.0		100.0	
Cost of Revenues	69.2		65.4	

Edgar Filing: FREQUENCY ELECTRONICS INC - Form 10-K

Gross Margin	30.8		34.6	
Selling and Administrative expenses	18.6		19.7	
Research and Development expenses	7.4		8.1	
Operating Profit	4.8		6.8	
Other Income (Expenses), net	1.1		2.0	
Provision for Income Taxes	(2.2)	(3.2)
Net Income	3.7	%	5.6	%

Table of Contents

Revenues

Fiscal years ended April 30, (in thousands)

	(111	mousume	5)								
							Ch	ange			
	20	15		20	14		\$			%	
FEI-NY	\$	61,905		\$	55,772		\$	6,133		11	l %
Gillam-FEI		8,026			9,995			(1,969)	(2	0 %)
FEI-Zyfer		9,215			7,990			1,225		15	5 %
Intersegmen	t										
sales		(2,582)		(2,207))		(375)		
	\$	76,564		\$	71,550		\$	5,014		7	%
		,			,			,			

Fiscal year 2015 compared to fiscal year 2014:

For the year ended April 30, 2015, revenues from commercial and U.S. Government satellite programs accounted for more than 60% of consolidated revenues, similar to the prior year. Fiscal year 2015 satellite revenues increased by approximately 8% over the prior fiscal year. Revenues on satellite program contracts, which are recorded in the FEI-NY segment, are recognized primarily under the percentage of completion method. Revenues from non-space U.S. Government/DOD customers, which are recorded in both the FEI-NY and FEI-Zyfer segments, accounted for less than 20% of consolidated revenues for both fiscal years 2015 and 2014. In actual sales dollars, revenues from this market area were approximately the same in both fiscal years 2015 and 2014 as increased U.S. Government revenues at FEI-Zyfer were offset by lower non-space U.S. Government revenues at FEI-NY. For the year ended April 30, 2015, total U.S. Government end-use sales (a combination of revenues from U.S. Government satellite contracts and non-space programs) were approximately 47% of consolidated revenues as compared to 54% of consolidated revenues for the year ended April 30, 2014. The reason for the percentage decrease in U.S. Government sourced revenue is due to increased revenues on commercial satellite programs. Based on the Company's current backlog and prospects for new contract orders, the Company expects to record a higher percentage of revenues from U.S. Government-related programs in fiscal year 2016. In fiscal year 2015, network infrastructure and other industrial revenues, which are recorded in all three segments, accounted for approximately 20% of consolidated revenues which is similar to their share of consolidated revenues in the prior year. In actual sales dollars, fiscal year 2015 commercial revenues increased by approximately 9% as compared to non-space commercial revenues for fiscal year 2014. The primary reason for growth in this industrial, non-space market area is due to increased contract manufacturing revenues from third parties in the Company's FEI-Asia subsidiary which is part of the FEI-NY segment. In prior periods, third party revenues for the FEI-Asia subsidiary were insignificant as most of its manufacturing capacity was applied to intersegment production. Increased revenues in FEI-Asia were partially offset by declining revenues at Gillam-FEI.

Fiscal year 2014 compared to fiscal year 2013:

For the year ended April 30, 2014, revenues from commercial and U.S. Government satellite programs accounted for approximately 60% of consolidated revenues and increased by approximately 25% over fiscal year 2013. Revenues on these long-term contracts, which are recorded in the FEI-NY segment, are recognized primarily under the percentage of completion method. Revenues from non-space U.S. Government/DOD customers, which are recorded in both the FEI-NY and FEI-Zyfer segments, accounted for approximately 20% of fiscal year 2014 consolidated revenues. Such revenues decreased by approximately 25% from fiscal year 2013, with some of the decline attributable to continuing uncertainty regarding the U.S. DOD budget. For the year ended April 30, 2014, total revenues from both satellite and non-space programs for which the U.S. Government is the end-user were approximately 54% of consolidated revenues as compared to 62% the prior fiscal year. This decrease is primarily due to a higher ratio of commercial satellite contracts that the FEI-NY segment is working on in comparison to prior

years. Network infrastructure and other commercial revenues accounted for approximately 20% of consolidated revenues and declined by approximately 10% from the prior fiscal year. Network infrastructure and other commercial revenues are recorded in all three segments although the largest network infrastructure sales volume is recorded in the Gillam-FEI and FEI-Zyfer segments and accounted for most of the year-over-year revenue declines in those two segments.

Table of Contents

Based on the Company's current backlog, approximately three-fourths of which represent satellite payload business, and the potential for additional new orders, fiscal year 2016 revenues are expected to be comparable to fiscal year 2015. Satellite payload revenues will remain the dominant portion of the Company's business and represent a large opportunity for long-term growth, benefiting from both commercial and U.S. Government programs. Fiscal year 2016 revenues from all U.S. Government/DOD sources are expected to increase while revenues from commercial sources are expected to decrease.

Gross Margin

	Fiscal years ender (in thousands)	d April 30,			
	(in the distincts)		Change		
	2015	2014	\$	%	
	\$ 23,548	\$ 24,750	\$ (1,202) (5	%)
GM Rate	30.8 %	34.6	%		

For the year ended April 30, 2015, gross margin and the gross margin rate decreased over the prior fiscal year due to product mix, higher than anticipated contract costs and inventory-related charges. Exceptional engineering costs incurred late in the fiscal year, related to delivery of state-of-the-art satellite systems as well as efforts to increase production capacity in the FEI-NY segment resulted in inefficiencies and higher costs. Higher contract costs were pronounced on one program with an aggregate contract value of approximately \$27 million. This program requires a relatively high quantity of units to be manufactured for which automated processes were implemented during fiscal year 2015. Higher than anticipated touch labor was incurred while those processes and related equipment were being installed, increasing the expected costs on the program's contracts by approximately \$2 million. The net gross margin on these contracts recognized during fiscal year 2015 was a loss of \$800,000. Over the life of the contracts through April 30, 2015, the Company recorded net gross margin of approximately \$2.5 million. In future years, the Company expects to realize improved margins from this investment in capacity improvements and to generate additional satellite business from its enhanced technological capabilities. Inventory write downs at several subsidiaries which aggregated approximately \$800,000 and increased costs of approximately \$450,000 recorded in the Gillam-FEI segment combined to reduce the gross margin rate by 1.6%. The Gillam-FEI costs are for the purpose of modifying certain network infrastructure inventory originally manufactured for the U.S. market to be able to sell the same units in non-U.S. markets.

For the year ended April 30, 2014, gross margin and the gross margin rate decreased from that of the prior fiscal year. Several factors contributed to the fiscal year 2014 result, including higher than anticipated engineering design and production costs both at FEI-NY and Gillam-FEI and lower sales volume at FEI-Zyfer which increased unabsorbed overhead costs at that reporting segment. Increased costs related to improving production capacity to meet expected future demand at FEI-NY plus inventory write downs of approximately \$500,000 as well as differing product mix also impacted gross margin rates.

Selling and Administrative Expenses

Fiscal years ended	d April 30,		
(in thousands)			
		Change	
2015	2014	\$	%
\$ 14,207	\$ 14,064	\$ 143	1 %

In the fiscal years ended April 30, 2015 and 2014, selling and administrative costs ("SG&A") were 19% and 20%, respectively, of consolidated revenues. SG&A in the Gillam-FEI segment was lower primarily due to the declining value of the euro during fiscal year 2015. Lower SG&A in Europe was offset by increased deferred compensation expense. For the years ended April 30, 2015 and 2014, selling and administrative expenses include stock compensation expense of \$668,000 and \$676,000, respectively. The Company expects fiscal year 2016 selling and administrative expenses to be incurred at approximately the same rate relative to revenues.

Table of Contents

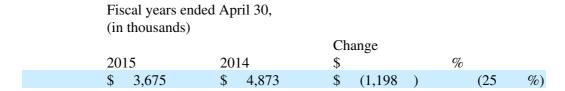
Research and Development Expenses

Fiscal years end (in thousands)	Fiscal years ended April 30, (in thousands)								
		Change							
2015	2014	\$	%						
\$ 5,666	\$ 5,813	\$ (147) (3	%)					

Research and development ("R&D") expenditures represent investments intended to keep the Company's products at the leading edge of time and frequency technology and enhance competitiveness for future revenues. As a percentage of consolidated revenue, R&D spending for the years ended April 30, 2015 and 2014 was approximately 7% and 8%, respectively. During fiscal year 2015, the Company continued the development of new satellite payload microwave receivers/converters from DC to Ka band although at a decreasing level compared to fiscal year 2014 since development is nearly complete and the products are ready for customer evaluation and new contract awards in calendar year 2015. Internal R&D spending also includes development and improvement of quartz-based and rubidium atomic clocks, development of new GPS-based synchronization products and further enhancement of the capabilities of the Company's line of low g-sensitivity and ruggedized rubidium oscillators. Included in these efforts are product design and process improvements to enhance product manufacturability and reduce production costs.

The Company also continued to engage in customer-funded development activity the cost of which appears in cost of revenues, thus reducing the level of internal R&D spending. Although funding is obtained from customers, the Company retains the rights to any products developed. The Company will continue to devote significant resources to develop new products, enhance existing products and implement efficient manufacturing processes. For fiscal year 2016, the Company anticipates that internal research and development spending will exceed the amount expended during fiscal year 2015 but will remain at less than 10% of revenues. The Company believes that internally generated cash and cash reserves are adequate to fund these development efforts.

Operating Profit



For the year ended April 30, 2015, the combination of SG&A and R&D expenses were approximately the same as that spent in the prior fiscal year. Thus, the decrease in operating profit in fiscal year 2015 is entirely due to lower gross margin as discussed above. Both the FEI-NY and FEI-Zyfer segments recorded operating profits which were offset by operating losses at the Gillam-FEI segment.

For the year ended April 30, 2014, operating profit increased over the prior year due to lower selling, general and administrative expenses, partially offset by lower gross margin and higher R&D spending. The FEI-NY segment where the Company's satellite payload contracts are performed, accounted for all of fiscal year 2014's operating profit. The Company's other two segments, FEI-Zyfer and Gillam-FEI, both incurred operating losses on lower sales volume.

Other Income (Expense)

Fiscal years ended April 30,

Edgar Filing: FREQUENCY ELECTRONICS INC - Form 10-K

(in thousands)

							Ch	ange			
	20	15		20	14		\$	_		%	
Investment	t										
income	\$	1,042		\$	880		\$	162		18	%
Interes	t										
expense		(139)		(156)		17		11	%
Other income	;										
(expense), net		(42)		703			(745)	NM	
	\$	861		\$	1.427		\$	(566)	(40	%)

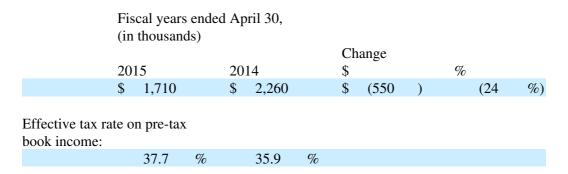
Table of Contents

Investment income is derived primarily from the Company's holdings of marketable securities. Earnings on these securities may vary based on fluctuating dividend payout levels and interest rates and the timing of purchases or sales of securities. During fiscal years 2015 and 2014, investment income included gains upon the sale or redemption of marketable securities of approximately \$566,000 and \$367,000, respectively. During fiscal year 2016, the Company anticipates that investment income will be approximately the same as that earned in fiscal year 2015, depending on the yield and size of its investment portfolio and the timing of any sales or redemptions of marketable securities.

In fiscal year 2015, interest expense was incurred on borrowings under the Company's \$25 million credit facility with a bank and on deferred compensation payments. During fiscal year 2015, the Company paid down a portion of its borrowings under the credit facility resulting in lower interest expense in that fiscal year as compared to the prior fiscal year. Interest expense in future years will be dependent on interest rates in the U.S. and the level of the Company's borrowings under the credit facility.

During fiscal year 2015, other income consisted of insignificant non-operating expenses. Other income in the year ended April 30, 2014, consists primarily of a \$736,000 gain recognized upon the sale of certain manufacturing equipment to Morion, Inc. under the terms of a license agreement related to the Company's rubidium oscillator production technology. (See Note 9 Investment in Morion, Inc. in the accompanying consolidated financial statements.)

Income Tax Provision



For the year ended April 30, 2015, the provision for taxes was lower than the prior year due to lower pre-tax income. The effective tax rate increased due to increased pre-tax losses incurred at the Company's foreign subsidiaries for which it receives no tax benefit. For the year ended April 30, 2014, the effective tax rate on pre-tax income increased as a result of lower tax credits for the U.S. subsidiaries and losses at the Company's foreign subsidiaries for which no tax benefit is currently available.

The Company is subject to taxation in several countries. The statutory federal rates are 34% in the U.S., 33% in Europe and 25% in China. The Company utilizes the availability of research and development tax credits ("R&D credit") in the U.S. to lower its tax rate. (See Note 12 to the Consolidated Financial Statements for a reconciliation of the actual tax benefit to the expected tax provision at the federal statutory rate.)

The Company's European subsidiaries have available net operating loss ("NOL") carryforwards of approximately \$4.2 million to offset future taxable income. The associated deferred tax asset for the foreign subsidiary NOL is fully reserved by the deferred tax valuation allowance. These loss carryforwards have no expiration date. As a result of the acquisition of FEI-Elcom, the Company has a federal NOL carryforward of \$5.1 million which may be applied in annually limited amounts to offset future U.S.-sourced taxable income over the next 17 years.

LIQUIDITY AND CAPITAL RESOURCES

The Company's balance sheet continues to reflect a highly liquid position with working capital of \$75.2 million at April 30, 2015. Included in working capital at April 30, 2015 is \$18.4 million consisting of cash, cash equivalents and short-term investments. The Company's current ratio at April 30, 2015 is 10.0 to 1 compared to 9.1 to 1 at the end of the prior fiscal year.

Table of Contents

Net cash provided by operating activities for the year ended April 30, 2015, was \$1.9 million compared to \$3.6 million for the prior fiscal year. In both fiscal years 2015 and 2014, the Company incurred \$3.8 million in non-cash charges to earnings, including depreciation and amortization expense, inventory write downs, warranty and accounts receivable reserves, certain employee benefit plan expenses, including accounting for stock-based compensation. During fiscal year 2015, operating cash was reduced by increases to accounts receivable and reductions in accrued expenses and other liabilities. For fiscal year 2014, operating cash was reduced by increases to inventories and accounts receivable. In fiscal year 2016, the Company anticipates that it will maintain positive cash flow from operations by continuing to generate operating profits, collecting accounts receivable and managing its inventory levels.

Net cash provided by investing activities for the fiscal year ended April 30, 2015 was \$1.2 million compared to use of cash of \$3.6 million in fiscal year 2014. The fiscal year 2015 activities consisted of net proceeds from the redemption, sale or purchase of marketable securities of \$5.3 million and acquisitions of capital equipment and other long term assets for \$4.1 million. In fiscal year 2014, investing activities included net proceeds from transactions in marketable securities for \$1.8 million offset by the acquisition of capital equipment for \$5.4 million. The Company may continue to invest cash equivalents in longer-term securities or to convert short-term investments to cash equivalents as dictated by its investment and acquisition strategies. The Company will continue to acquire more efficient equipment to automate its production process. The Company intends to spend between \$3.0 million and \$4.0 million on capital equipment during fiscal year 2016. Internally generated cash is expected to be adequate to acquire this property, plant and equipment.

The Company has a five-year, \$25 million credit facility from a bank. As of April 30, 2015, the Company has an outstanding balance of \$6.0 million under the credit facility. Borrowings under the credit facility during fiscal years 2015 and 2014 were used to fund the 2012 acquisition of FEI-Elcom in the amount of \$6 million and to help finance the purchase of over \$9 million of additional manufacturing equipment to meet increased production output demands. During fiscal year 2015, as certain marketable securities were sold or redeemed and as the Company generated positive operating cash flow, the Company paid down a portion of the credit facility as indicated in the next paragraph. The Company may draw on this bank credit facility to provide additional working capital and to fund acquisitions. The interest rate on the credit facility is based on LIBOR plus either 75 basis points or 175 basis points depending on under which of the two tranches the Company chooses to borrow. For a more complete description of the credit facility, see Note 7 to the Consolidated Financial Statements. In addition, the Company's European subsidiaries have available approximately \$275,000 under a bank credit line to meet short-term cash flow requirements. The rate of interest on any borrowings is based on the one month EURO Interbank Offered Rate (EURIBOR). The European subsidiaries had no borrowings against this line of credit during fiscal year 2015.

During the year ended April 30, 2015, cash used in financing activities was \$3.9 million. The Company borrowed \$2.3 million under its bank credit facility but also made payments of \$6.4 million against the credit facility. The Company realized \$200,000 from the tax benefit arising from the exercise of stock-based awards during fiscal year 2015. During fiscal year 2014, cash provided by financing activities was \$4.3 million consisting of borrowings of \$4.1 million under the credit facility partially offset by payments of \$15,000 against capital lease obligations. The Company also received a tax benefit of \$182,000 upon the exercise of stock-based awards during fiscal year 2014. The Company will continue to use treasury shares to satisfy the future exercise of stock options and stock appreciation rights granted to officers and employees. The Company has been authorized by its Board of Directors to repurchase up to \$5 million worth of shares of its common stock for treasury whenever appropriate opportunities arise but it has neither a fixed repurchase plan nor commitments to purchase additional shares in the future. As of the end of fiscal year 2015, the Company has repurchased approximately \$4 million of its common stock out of the \$5 million authorization.

The Company will continue to expend resources to develop, improve and acquire products for space applications, guidance and targeting systems, and communication systems which management believes will result in future growth and continued profitability. During fiscal year 2016, the Company intends to make a substantial investment of capital and technical resources to develop and acquire new products to meet the needs of the U.S. Government, commercial space and network infrastructure marketplaces and to invest in more efficient product designs and manufacturing procedures. Where possible, the Company will secure partial customer funding for its R&D efforts but is targeting to spend its own funds at a rate of up to 10% of revenues to achieve its development goals. Internally generated cash will be adequate to fund these development efforts. The Company may also pursue acquisitions to expand its range of products and may use internally generated cash and external funding in connection with such acquisitions.

The Company's international business is subject to changes in demand or pricing resulting from fluctuations in currency exchange rates, primarily in the Euro to U.S. Dollar exchange rate and in the Chinese Renminbi to U.S. Dollar exchange rate.

Table of Contents

Off-Balance Sheet Arrangements

The Company does not have any off-balance sheet arrangements, other than operating leases, that have or are reasonably likely to have a current or future effect on the Company's financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources that is material to investors.

As of April 30, 2015, the Company's consolidated backlog amounted to approximately \$37 million as compared to approximately \$48 million at the beginning of the fiscal year. (See Item 1). Approximately 75% of this backlog is expected to be filled during the Company's fiscal year ending April 30, 2016. Included in the backlog at April 30, 2015 is approximately \$2.9 million under cost-plus-fee contracts which the Company believes represent firm commitments from its customers for which the Company has not received full funding to date. The Company excludes from backlog any contracts or awards for which it has not received authorization to proceed. On fixed price contracts, the Company excludes any unfunded portion. The Company expects any partially funded contracts to become fully funded over time and will add the additional funding to its backlog at that time. The backlog is subject to change by reason of several factors including possible cancellation of orders, change orders, terms of the contracts and other factors beyond the Company's control. Accordingly, the backlog is not necessarily indicative of the revenues or profits (losses) which may be realized when the results of such contracts are reported.

The Company's liquidity is adequate to meet its operating and investment needs through at least April 30, 2016.

RECENT ACCOUNTING PRONOUNCEMENTS

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standard Update ("ASU") No. 2014-09, Revenue from Contracts with Customers (Topic 606). ASU 2014-09 eliminates most of the existing industry-specific revenue recognition guidance and significantly expands related disclosures. The required disclosures will include both quantitative and qualitative information about the amount, timing and uncertainty of revenue from contracts with customers and the significant judgments used. Entities can retrospectively apply ASU 2014-09 or use an alternative transition method. In July 2015, the FASB approved a one-year deferral of the effective date of this ASU. Although the amending ASU has not yet been issued, since it will be amended, this ASU is effective for public companies for annual reporting periods beginning on or after December 15, 2017 and for the Company, must be adopted for its fiscal year 2019 beginning on May 1, 2018. The Company is in the process of determining the effect that ASU 2014-09 may have on its financial statements.

OTHER MATTERS

The financial information reported herein is not necessarily indicative of future operating results or of the future financial condition of the Company. Except as noted, management is unaware of any impending transactions or internal events that are likely to have a material adverse effect on results from operations.

INFLATION

During fiscal year 2015, as in fiscal year 2014, the impact of inflation on the Company's business has not been materially significant.

Item 7A. Quantitative and Qualitative Disclosure About Market Risk

This item is not required for smaller reporting companies.

Table of Contents

Item 8. Financial Statements and Supplementary Data

REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

Board of Directors and Shareholders of Frequency Electronics, Inc.

We have audited the accompanying consolidated balance sheets of Frequency Electronics, Inc. and Subsidiaries (the "Company") as of April 30, 2015 and 2014, and the related consolidated statements of income, comprehensive income, cash flows and changes in stockholders' equity for each of the years then ended. The 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 audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. The Company is not required to have, nor were we engaged to perform, an audit of its internal control over financial reporting. Our audits included consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control over financial reporting. Accordingly, we express no such opinion. 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 consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Frequency Electronics, Inc. and Subsidiaries as of April 30, 2015 and 2014, and the consolidated results of their operations and their cash flows for each of the years then ended, in conformity with accounting principles generally accepted in the United States of America.

/s/ EisnerAmper LLP EisnerAmper LLP

New York, New York July 29, 2015

Table of Contents

FREQUENCY ELECTRONICS, INC. and SUBSIDIARIES

Consolidated Balance Sheets April 30, 2015 and 2014 (In thousands, except par value)

	2015	2014
ASSETS:		
Current assets:		
Cash and cash equivalents	\$7,222	\$7,698
Marketable securities	11,186	16,030
Accounts receivable, net of allowance for doubtful accounts of \$189 in 2015 and		
\$234 in 2014	9,689	7,741
Costs and estimated earnings in excess of billings, net	12,929	10,439
Inventories, net	38,239	41,227
Deferred and prepaid income taxes	3,063	3,433
Prepaid expenses and other	1,271	1,294
Total current assets	83,599	87,862
Property, plant and equipment, at cost, net of accumulated depreciation and	1	
amortization	12,686	11,240
Deferred income taxes	7,360	6,650
Goodwill and other intangible assets	617	689
Cash surrender value of life insurance and cash held in trust	11,825	11,321
Other assets	1,738	1,699
Total assets	\$117,825	\$119,461
LIABILITIES AND STOCKHOLDERS' EQUITY:		
Current liabilities:		
Accounts payable - trade	\$1,720	\$2,336
Accrued liabilities	6,630	7,361
Total current liabilities	8,350	9,697
Long-term debt - noncurrent	6,000	10,100
Deferred compensation	11,318	10,724
Deferred rent and other liabilities	347	594
Total liabilities	26,015	31,115
Commitments and contingencies		
Stockholders' equity:		
Preferred stock, \$1.00 par value authorized 600 shares, no shares issued	-	-
Common stock, \$1.00 par value; authorized 20,000 shares, 9,164 shares issued and		
8,699 outstanding in 2015; 8,571 outstanding in 2014	9,164	9,164
Additional paid-in capital	54,360	53,181
Retained earnings	27,528	24,702
	91,052	87,047
Common stock reacquired and held in treasury - at cost (465 shares in 2015 and 593		
shares in 2014)	(2,132) (2,715)
Accumulated other comprehensive income	2,890	4,014
Total stockholders' equity	91,810	88,346
Total liabilities and stockholders' equity	\$117,825	\$119,461

The accompanying notes are an integral part of these financial statements.

Table of Contents

FREQUENCY ELECTRONICS, INC. and SUBSIDIARIES Consolidated Statements of Income and Comprehensive Income Years ended April 30, 2015 and 2014

Consolidated Statements of Income

	2015 (In thousandata)	2014 ds, except per share
Revenues	\$76,564	\$71,550
Cost of revenues	53,016	46,800
Gross margin	23,548	24,750
Selling and administrative expenses	14,207	14,064
Research and development expenses	5,666	5,813
Operating profit	3,675	4,873
Other income (expense):		
Investment income	1,042	880
Interest expense	(139) (156
Other (expense) income, net	(42) 703
Income before provision for income taxes	4,536	6,300
Provision for income taxes	1,710	2,260
Net income	\$2,826	\$4,040
Net income per common share:		
Basic	\$0.33	\$0.47
Diluted	\$0.32	\$0.46
Average shares outstanding:		
Basic	8,611	8,527
Diluted	8,910	8,817
Consolidated Statements of Comprehensive Income		
Net Income	\$2,826	\$4,040
Other comprehensive income (loss):		
Foreign currency translation adjustment	(1,093) 505
Unrealized gain (loss) on marketable securities:		
Change in market value of marketable securities before reclassification, net of tax of		
(\$176) and \$130	343	(162)
Reclassification adjustment for realized gains included in net income, net of tax o		
\$192 and \$125	(374) (242
Total unrealized loss on marketable securities, net of tax	(31) (404
Total other comprehensive (loss) income	(1,124) 101
Comprehensive income	\$1,702	\$4,141

The accompanying notes are an integral part of these financial statements.

Table of Contents

FREQUENCY ELECTRONICS, INC. and SUBSIDIARIES

Consolidated Statements of Cash Flows Years ended April 30, 2015 and 2014

	2015 (In thousand		2014	
Cash flows from operating activities:				
Net income	\$2,826		\$4,040	
Adjustments to reconcile net income to net cash provided in operating activities:				
Deferred income tax benefit	(720)	(160)
Depreciation and amortization	2,944		2,471	
Deferred lease obligation	(81)	120	
Provision for losses on accounts receivable, inventories and warranty reserve	222		254	
Gains on marketable securities	(566)	(367)
Loss (gain) on sale of fixed and other assets, net	64		(667)
Employee benefit plans expense	1,516		1,246	
Stock-based compensation expense	1,077		1,105	
Tax benefit from exercise of stock-based compensation	(200)	(182)
Changes in operating assets and liabilities:				
Accounts receivable	(3,206)	491	
Costs and estimated earnings in excess of billings	(2,490)	(2,122)
Inventories	1,267		(3,102)
Prepaid expenses and other	42		423	
Other assets	(529)	(703)
Accounts payable - trade	25		614	
Accrued liabilities	(339)	(88))
Income taxes refundable/payable	594		688	
Other liabilities	(564)	(419)
Net cash provided by operating activities	1,882		3,642	
Cash flows from investing activities:				
Purchase of marketable securities	(1,956)	(3,162)
Proceeds from sale or redemption of marketable securities	7,271		4,993	
Capital expenditures	(4,157)	(5,405)
Net cash provided by (used in) investing activities	1,158		(3,574)

Continued

Table of Contents

FREQUENCY ELECTRONICS, INC. and SUBSIDIARIES

Consolidated Statements of Cash Flows Years ended April 30, 2015 and 2014 (Continued)

	2015 (In thousands	2014 s)	
Cash flows from financing activities:			
Proceeds from credit line borrowing	\$2,300	\$4,100	
Payment of short-term credit and lease obligations	(6,400) (15)
Tax benefit from exercise of stock-based compensation	200	182	
Net cash (used in) provided by financing activities	(3,900) 4,267	
Net (decrease) increase in cash and cash equivalents before effect of exchange rate	•		
changes	(860) 4,335	
Effect of exchange rate changes on cash and cash equivalents	384	(97)
Net (decrease) increase in cash and cash equivalents	(476) 4,238	
Cash and cash equivalents at beginning of year	7,698	3,460	
Cash and cash equivalents at end of year	\$7,222	\$7,698	
Supplemental disclosures of cash flow information:			
Cash paid during the year for:			
Interest	\$140	\$153	
Income taxes	\$1,851	\$1,735	

Non-cash operating and investing activities:

(a) During the year ended April 30, 2014, the Company delivered certain fixed assets called for by a license agreement with Morion, Inc. (See Note 9. Investment in Morion, Inc.) A portion of the \$925 deposit previously received and recorded as deferred revenue at April 30, 2013, was recognized as proceeds on the sale of those fixed assets in fiscal year 2014. No additional cash was received for that provision of the license agreement.

The accompanying notes are an integral part of these financial statements.

Table of Contents

FREQUENCY ELECTRONICS, INC. AND SUBSIDIARIES

Consolidated Statements of Changes in Stockholders' Equity Years ended April 30, 2015 and 2014 (In thousands, except share data)

	Common Stock		Additional paid in Retained		Treasury stock (at cost)		Accumulated other comprehensi income	
	Shares	Amount	capital	earnings	Shares	Amount	(loss)	Total
Balance at April 30, 2013	9,163,940	\$9,164	\$51,913	\$20,662	700,590	\$(3,200)	\$ 3,913	\$82,452
Contribution of stock to 401(k) plan			277		(41,775)	189		466
Stock-based compensation								
expense			1,104		(300)	1		1,105
Tax benefit from stock option			·		, ,			·
exercise			182					182
Exercise of stock options and stock appreciation rights - net of shares tendered for								
exercise price			(295)		(65,384)	295		-
Change in unrealized gains and losses on marketable securities, net of taxes							(404) (404)
Foreign currency							(+0+) (404)
translation								
adjustment							505	505
Net Income Balance at April 30,				4,040				4,040
2014	9,163,940	9,164	53,181	24,702	593,131	(2,715)	4,014	88,346
Contribution of stock to 401(k) plan			302		(40,324)	183		485
Stock-based compensation								
expense			1,072		(1,400)	5		1,077