





# WHO IS PROFIRE?

## LEADING INNOVATIVE SAFETY & COMBUSTION TECHNOLOGY COMPANY

We provide combustion, control, & ESG solutions to industrial markets--primarily in the Oil & Gas industry. Currently, these markets of focus are rapidly expanding.



## PRIMARY AREAS OF FOCUS

- 1 **ESG TECHNOLOGY BASED SOLUTIONS**
  - Helping our customers achieve their ESG initiatives
    - ✓ Emissions reduction & monitoring
    - ✓ Methane & VOC destruction
- 2 **REVENUE DIVERSIFICATION**
  - Supporting & pursuing technology applications in diversified industries.
  - 2023 FY \$7.4M or 13% of total revenue.
  - Other industries include: manufacturing, construction, agriculture, landfill, LNG, mining, power gen, water & waste water.
  - Q2 2024 \$2.4M or 15% of total revenue
- 3 **PROTECT OUR LEGACY BUSINESS**
  - Oil and gas will remain critical to the worlds energy needs for the next several decades.

### PROFIRE'S VISION:

To protect people, improve workplace safety and efficiency, and care for our environment.

### PROFIRE'S MISSION:

We create purpose-built automation and safety control solutions that our customers love to use.

## OUR HISTORY

**2002** | ———— |  
Founded in Edmonton, Alberta Canada as a service company working on combustion equipment in oil fields

**2002-2004** | ———— |  
Observed severe lack of safety in the oil field combustion process

**2005** | ———— |  
Launched the first BMS (Burner Management System) controller after years of development

**2014** | ———— |  
Uplisted to the NASDAQ

**2015-2017** | ———— |  
Weathered the horrific industry downturn and remained cash flow positive while more than tripling the size of our customer base

**2024**  
Weathered COVID, expanded outside oil & gas with 96,000 systems produced

## LOOKING FORWARD

Acquisitions & product development have triggered significant market share ownership, product dominance, and ongoing industry diversification



# KEY FINANCIAL METRICS

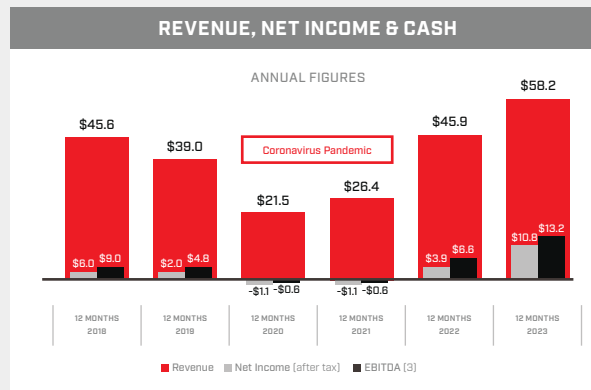
## STOCK DETAILS

<b>STOCK PRICE [08/07/2024]</b>	<b>\$1.44</b>
Market Cap	\$67.0M
Shares Outstanding <sup>1</sup>	~46.8M
Public Float (shares)	~34.1M
Insider Holdings	~27.3%
Institutional Holdings <sup>2</sup>	~46.6%
Enterprise Value	\$48.5M
EV/Revenue (ttm)	0.9x
EV/EBITDA (ttm)	4.5x
Founded	2002
Employees	~125

## REVENUE BREAKDOWN

<b>REVENUES (ttm)</b>	<b>\$53.7M</b>
Net Income (ttm)	\$8.8M
EPS (ttm)	\$0.18
EBITDA <sup>3</sup> (ttm)	\$10.9M
EBITDA Margin <sup>3</sup> (ttm)	18.7%
Cash & Investments (mrq)	\$18.4M
Total Assets (mrq)	\$67.4M
Total Debt (mrq)	\$0.0M
Total Liabilities (mrq)	\$6.9M

## ANNUAL REVENUE CHART



• (ttm) = trailing 12 months at Jun 30, 2024  
 • (mrq) = most recent quarter at Jun 30, 2024  
 • Data Source: NASDAQ

1. Total shares outstanding at Aug 6, 2024  
 2. Institutional holdings per NASDAQ  
 3. See reconciliation of non-GAAP measures to GAAP measures at [ir.profreenergy.com/company-information/presentations](http://ir.profreenergy.com/company-information/presentations)





# Strategic Pillars for Success

- ① Secure & Protect our Legacy Business
- ② Diversification of Revenue Streams in Oil & Gas
- ③ Diversification of Revenue Streams in Other Industries
- ④ Focus on People & Community

PROFIRE SOLUTIONS HELP OUR CUSTOMERS **IMPROVE SAFETY, REDUCE EMISSIONS, AND DECREASE OPERATING COSTS**

# 2023 WAS THE BEST YEAR IN COMPANY HISTORY & 2024 STARTING STRONG

**THE NUMBERS ARE OFF THE CHARTS**



## OUR HIGHEST REVENUE

- \$58.2 M in revenue in 2023, 27% better than PY, best year in Company history!
- Q2 2024 \$15.2M in revenue, 2nd best quarter in company history.

## TECHNOLOGY MARGINS IN AN INDUSTRY WITH A BIG SALES RUNWAY

- Gross Margin ~50%, EBITDA Margin over 15%, Net Margin over 10%.

## DIVERSIFYING GROWTH

- Diversifying within & outside the oil & gas market (RNG, Biogas and Industrial applications).

- 12% in total revenue in 2023 and 15% in Q2 2024 from diversification efforts.
- Great progress in other industries: landfill, LNG, agriculture, construction, manufacturing, mining, RNG, food & beverage, petrochemical, power gen, water & wastewater.

## ADDING VALUE TO YOUR PORTFOLIO

- Proprietary technology built to support ESG initiatives 420+ years of combined combustion experience.
- Strong balance sheet, historical track record of operating cash flow & profitability.

**INVEST IN LONG TERM GROWTH NOW**

**PFIE**  
**NASDAQ**  
LISTED

**QUESTIONS?**

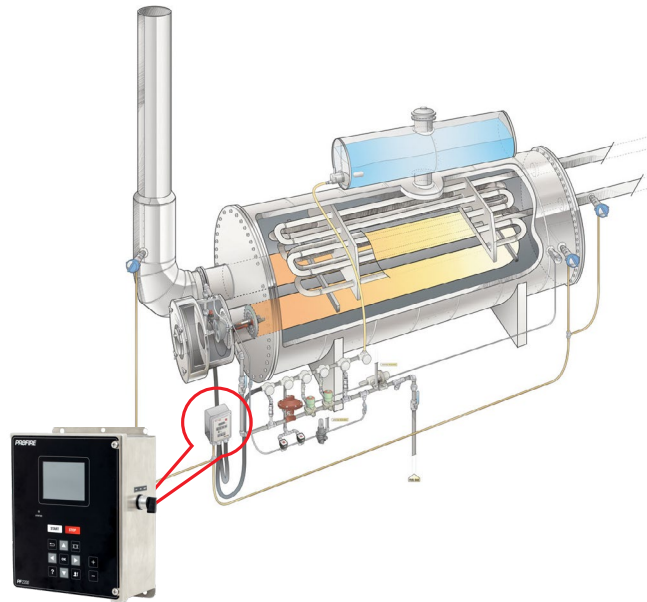
CONTACT OUR INVESTOR RELATIONS TEAM

DOWNLOAD ADDITIONAL INVESTOR INFORMATION



## OUR TECHNOLOGY & ITS IMPORTANCE

- The Profire BMS operates like a hightech, highly-specialized oilfield thermostat
- Monitors and manages the temperature of the vessel
- Can be monitored and managed remotely



## KEY PRODUCTS



### CONTROLLERS

- PF2200
- PF3100



### PRE-ASSEMBLED SOLUTIONS

- Fuel Trains
- Stands
- PRO-8
- PRO-QS



### BURNERS

- M7
- M5



### FLAME ARRESTORS

- Bullseye Flame
- Arrester Housing

## SOLUTIONS

- Field Service & Maintenance
- Engineering
- Custom Packaged Solutions

Please refer to our important cautions regarding forward-looking statements.

They can be found in our investor presentation at [ir.profireenergy.com/company-information/presentations](http://ir.profireenergy.com/company-information/presentations)

