

**PROFIRE**

**INVESTOR PRESENTATION**

**NASDAQ : PFIE**

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AUGUST 2024



## IMPORTANT CAUTIONS REGARDING FORWARD – LOOKING STATEMENTS

This presentation contains forward-looking statements, as defined in the Private Securities Litigation Reform Act of 1995. All statements other than historical facts are forward-looking statements, including without limitation, those regarding activities, events, financial results or developments that we intend, plan, expect, believe, project, forecast or anticipate will or may occur in the future. Examples of forward-looking statements include, but are not limited to, statements we make regarding the potential size of the market for our products, impacts of future legislation and regulatory action, forecasts of future performance, financial condition and results of operations, plans to expand to other markets, development of new technologies, potential acquisitions and the possibility of up-listing or cross-listing our equity securities, the Company's expected revenues for the third quarter of 2022, the Company's expectation that revenue will continue to grow from its diversification efforts, and the Company's anticipation that customers will continue to increase their interest in midstream products and non-oil and gas applications. . These statements reflect our management's current views with respect to future events, are not guarantees of future performance, and involve risks and uncertainties that are difficult to predict. Further, forward-looking statements are based upon assumptions of future events that may not prove to be accurate. Such assumptions and assessments are made in light of our experience and perception of historical trends, current conditions and expected future results. These statements involve known and unknown risks, uncertainties, assumptions and other factors many of which are out of our control and difficult to forecast which may cause actual results to differ materially from those that may be described or implied herein.

Such factors include but are not limited to: general economic conditions; competitive factors; political, economic, and regulatory changes affecting the oil and gas industry; commodity price changes (i.e. of oil and gas) that could affect sales strategies; changes in supplier pricing or transit costs; changes in exchange rates; changes in demand for combustion management products, and various other factors, both referenced and not referenced above, and other factors that are described in our filings with the Securities and Exchange Commission (the "Commission"), including our periodic reports on Forms 10-K and 10-Q. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results, performance or achievements may vary materially from those set forth in this presentation. You should not place undue reliance on any forward-looking statements and are advised to carefully review and consider the various disclosures in our filings with the Commission. Except as required by law, we neither intend nor assume any obligation to revise or update these forward-looking statements, which speak only as of their dates. We nonetheless reserve the right to make such updates from time to time by press release, periodic report or other method of public disclosure without the need for specific reference to this financial outlook. No such update shall be deemed to indicate that other statements not addressed by such update remain correct or create an obligation to provide any other updates.

Although we report our results using US GAAP, we have included in this presentation the non-GAAP measures of EBITDA and EBITDA Margin because management believes these measures are commonly used by securities analysts, investors and others interested parties in the evaluation of financial performance. These non-GAAP measures have limitations as analytical tools and you should not consider these non-GAAP measures in isolation or as a substitute for analysis of our results as reported under GAAP. A reconciliation of non-GAAP to GAAP results is included in this presentation, which has been posted online at <http://www.profireenergy.com/>.

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# CELEBRATING 10 YEARS WITH NASDAQ – AUG 2024



# WHY PROFIRE?

## WHY IS PROFIRE A SOLID INVESTMENT?

- ❑ 2023 was the best year in Company history
  - \$58.2 million in Revenue, 27% higher than 2022
- ❑ 2024 Shaping up to be another great year
  - \$15.2 million in Revenue in Q2 2024, 2nd best individual quarterly revenue in Company History
- ❑ Technology margins in an industry with a big sales runway
  - Gross Margin over 50%, EBITDA Margin over 15%, Net Margin over 10%
- ❑ Diversifying within and outside of the oil & gas market - particularly in RNG, Biogas and Industrial applications.
  - 15% of total revenue in Q2 2024
  - 12% of total revenue in 2023
  - 6% of total revenue in 2022 and
  - less than 1% in 2021
- ❑ Proven ability to sell technology solutions on economic, safety, and ESG merits
- ❑ Strong balance sheet, historical track record of operating cash flow & profitability



**PROFIRE**

## **VISION**

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

## **MISSION**

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



# WHO IS PROFIRE?

*PROFIRE PRODUCTS SUPPORT SAFE, EFFICIENT, ENVIRONMENTALLY FRIENDLY AND COMPLIANT COMBUSTION PROCESSES*

## *SAFETY & CONTROL TECHNOLOGY COMPANY*

*PRIMARILY FOCUSED ON THE OIL AND GAS INDUSTRY*

- In Business for 22+ years
  - Established in Alberta Canada in 2002
  - Headquarters in Lindon, Utah with expansive footprint across US shale regions
  - 420+ years of oilfield knowledge and experience
- Technology Products focused on operational Safety, Efficiency & Regulatory Compliance.
  - Over 96,000 BMS systems operating world-wide
  - Primary focus on upstream, midstream and downstream transmission and utility markets
  - Recent product expansions into heavy and light industrial combustion applications and industries



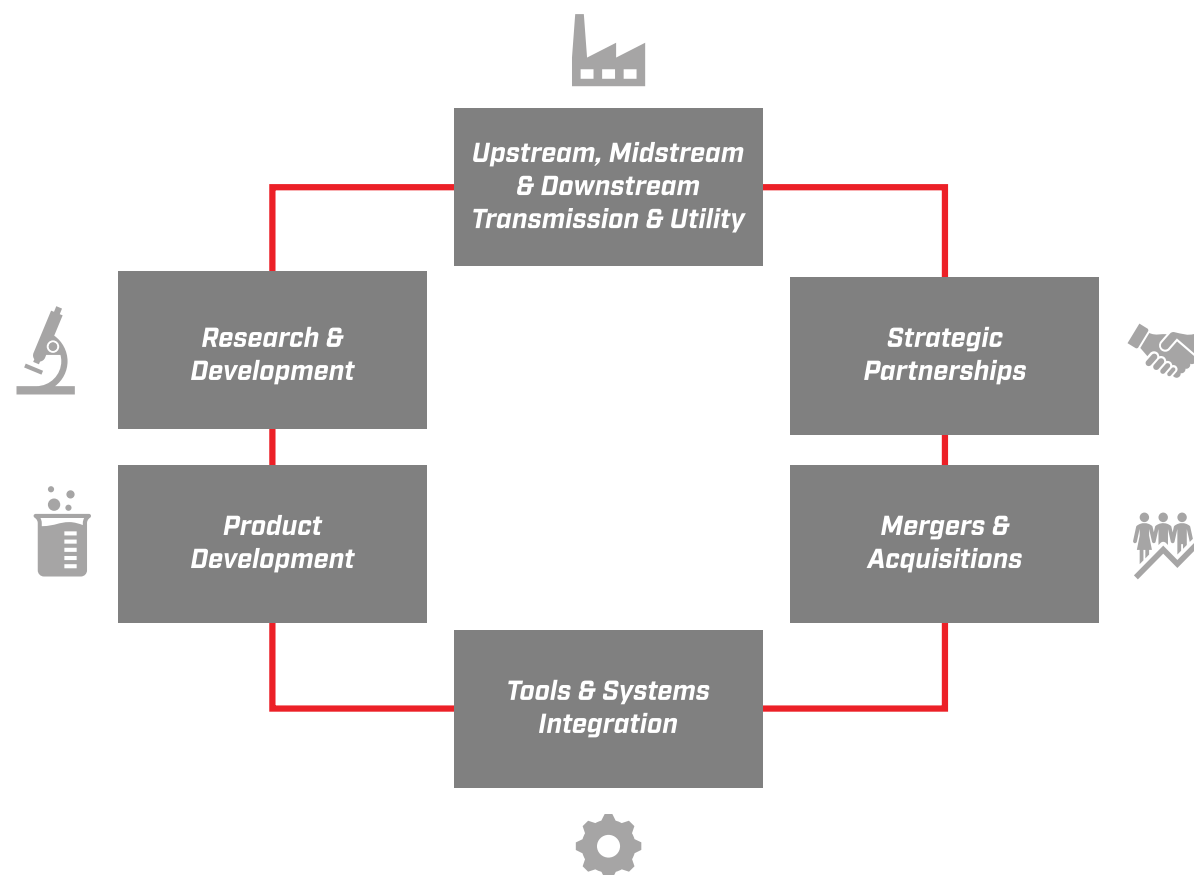
## STRATEGIC PILLARS TO ACHIEVE OUR VISION AND MISSION

SECURE AND PROTECT OUR LEGACY  
BUSINESS

DIVERSIFICATION OF REVENUE  
STREAMS – OIL & NATURAL GAS

UPSTREAM, MIDSTREAM, DOWNSTREAM  
TRANSMISSION & UTILITY

- ✓ Driving Specification
- ✓ Deliver Performance
- ✓ Product Development
- ✓ BMS Controllers
- ✓ Fuel Train Packages
- ✓ Service & Preventative Maintenance
- ✓ Value Added Services



# STRATEGIC PILLARS TO ACHIEVE OUR VISION AND MISSION CON'T

## DIVERSIFICATION OF REVENUE STREAMS – NEW INDUSTRIES



### BMS IN NEW INDUSTRIES

- Renewables
- Infrastructure
- Power Generation
- Mining
- Agriculture
- Food & Beverage
- Manufacturing



### SALES CHANNEL EXPANSION

- Strategic Organic growth
- Additional Profire Solution Partners
- Expand Distribution & Representation



### STRATEGIC PARTNERSHIPS

- Government Grants
- Innovators & Start-ups
- Industry Forums & Committees
- Universities & Technical Institutes



### RESEARCH & DEVELOPMENTS

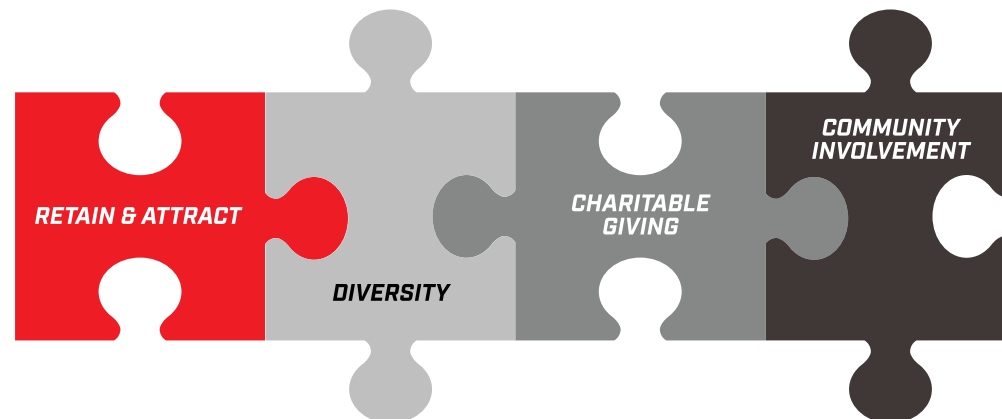
- Efficiency optimization
- Emissions control
- New market / industry
- Energy diversification



### PRODUCT DEVELOPMENT

- Entrepreneurial framework approach
- Targeted solutions to fit specific needs

## FOCUS ON PEOPLE AND COMMUNITY



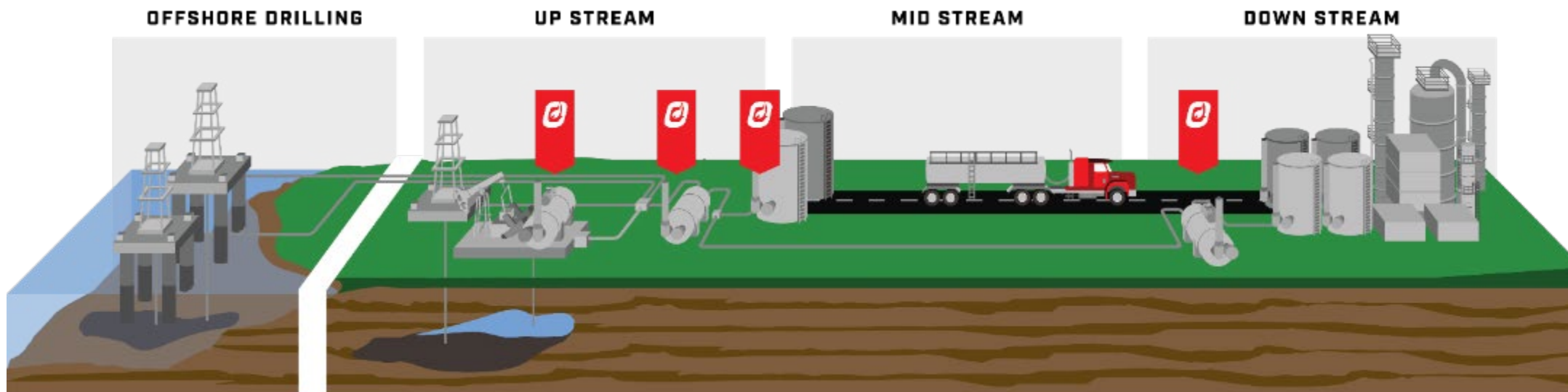


# INDUSTRY DIVERSIFICATION

COMBUSTION REQUIREMENT SPAN MANY INDUSTRIES WHERE PROFIRE PRODUCTS AND SOLUTIONS CAN ADD VALUE



# WHERE ARE PROFIRE PRODUCTS USED?



UPSTREAM	MIDSTREAM	DOWNSTREAM TRANSMISSION & UTILITY	REFINING & PETROCHEMICAL	HEAVY & LIGHT INDUSTRIAL PROCESS
<ul style="list-style-type: none"> <li>• Treaters</li> <li>• Separators</li> <li>• FWKOs</li> <li>• Heated Tanks</li> <li>• Gas Production Units</li> <li>• Combustors</li> <li>• Flares</li> </ul>	<ul style="list-style-type: none"> <li>• Line heaters</li> <li>• Amine Reboilers</li> <li>• Glycol Reboilers</li> <li>• Gas Production Units</li> <li>• Boilers</li> <li>• Cabin / Convection</li> <li>• Hot Oilers</li> <li>• Regen units</li> <li>• Salt Bath</li> </ul>	<ul style="list-style-type: none"> <li>• Line Heaters</li> <li>• Vacuum Boilers / Dry Line Heaters</li> <li>• Flares</li> <li>• Combustors</li> <li>• Incinerators</li> </ul>	<ul style="list-style-type: none"> <li>• Plant Heaters</li> <li>• Cabin / Direct Fired Heaters</li> <li>• Boilers</li> <li>• Incineration</li> </ul>	<ul style="list-style-type: none"> <li>• Industrial Dryers</li> <li>• Plant Heaters</li> <li>• Land Fill &amp; Biogas</li> <li>• Agricultural</li> <li>• Power Generation</li> <li>• Lime Plants</li> <li>• Asphalt plants</li> <li>• Air make-up heaters</li> <li>• Mining</li> </ul>



# DIVERSIFICATION – CRITICAL ENERGY INFRASTRUCTURE

EXAMPLES KEY END-USERS & OEM - CUSTOMERS



# DIVERSIFICATION: NON-OIL & GAS

EXAMPLES OF CUSTOMERS & OPPORTUNITIES

BIOGAS & RNG	INDUSTRIAL HEATING	LNG	REFINING/PETROCHEM
   	  	  	   
 	 	<p style="text-align: center;"><b>POWER GENERATION</b></p>  	 
 	 	<p style="text-align: center;"><b>FOOD PROCESSING</b></p>  	<p style="text-align: center;"><b>CHEMICAL</b></p>  
  	  	 	  

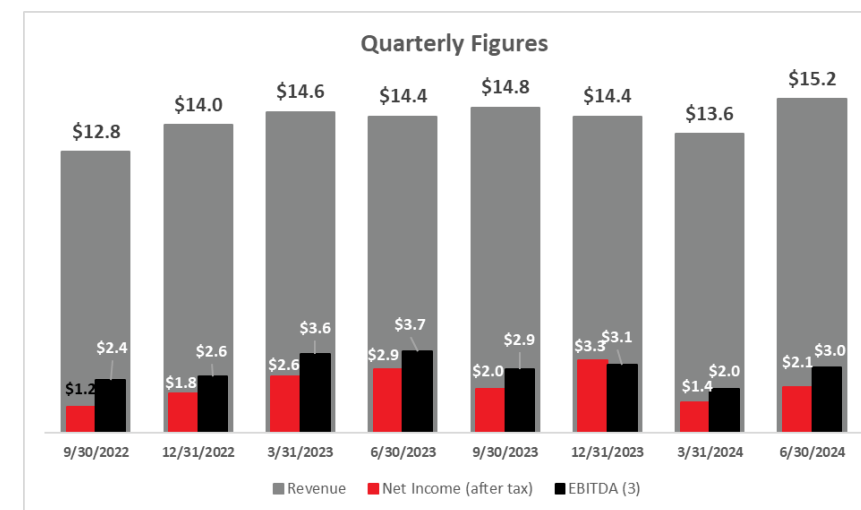
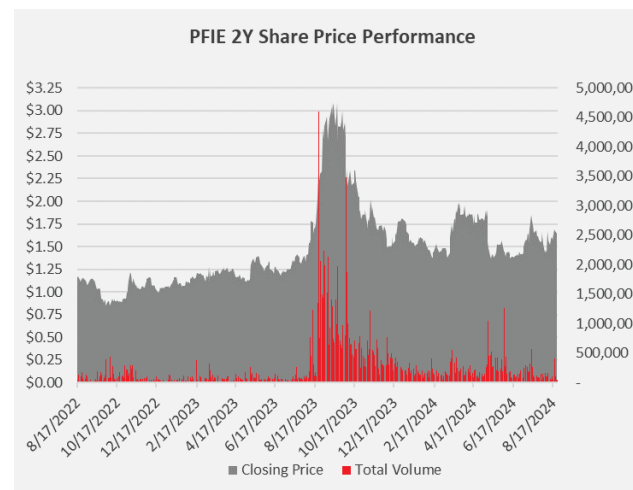
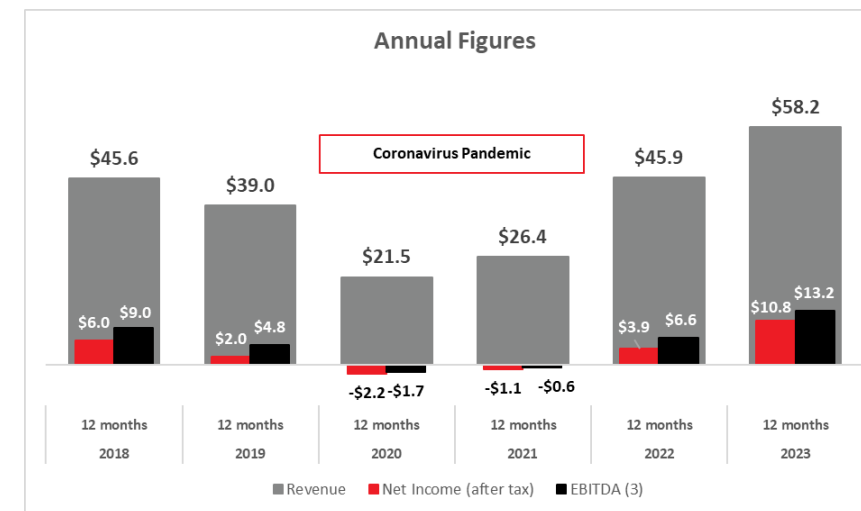


# KEY METRICS: PFIE (NASDAQ CM)

<b>STOCK PRICE (08/26/2024)</b>	<b>\$1.66</b>
Market Cap	\$77.7M
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	\$59.3M
EV/Revenue (ttm)	1.1x
EV/EBITDA (ttm)	5.4x
Founded	2002
Employees	~125

<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

## REVENUE, NET INCOME & EBITDA



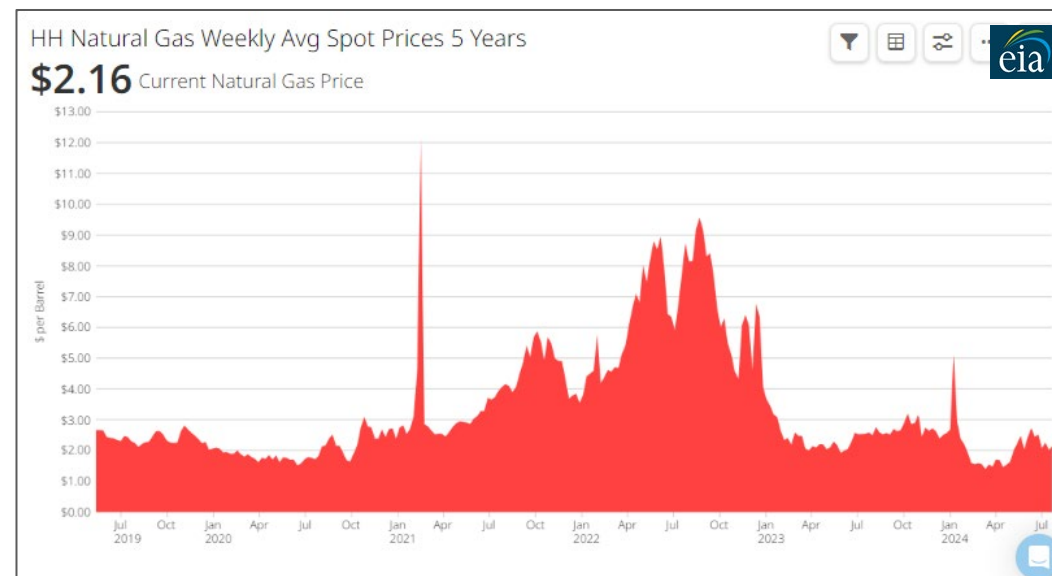
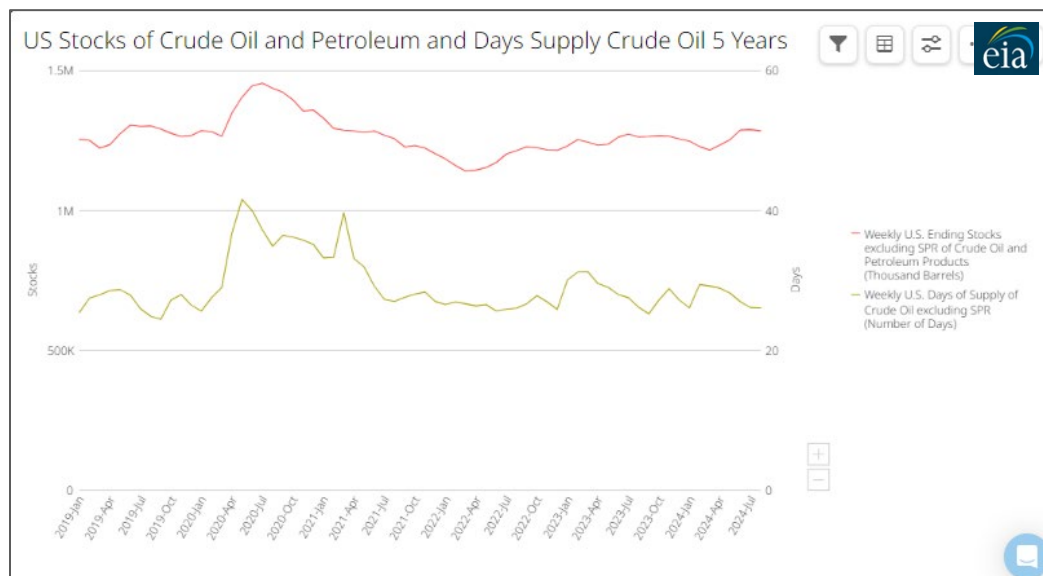
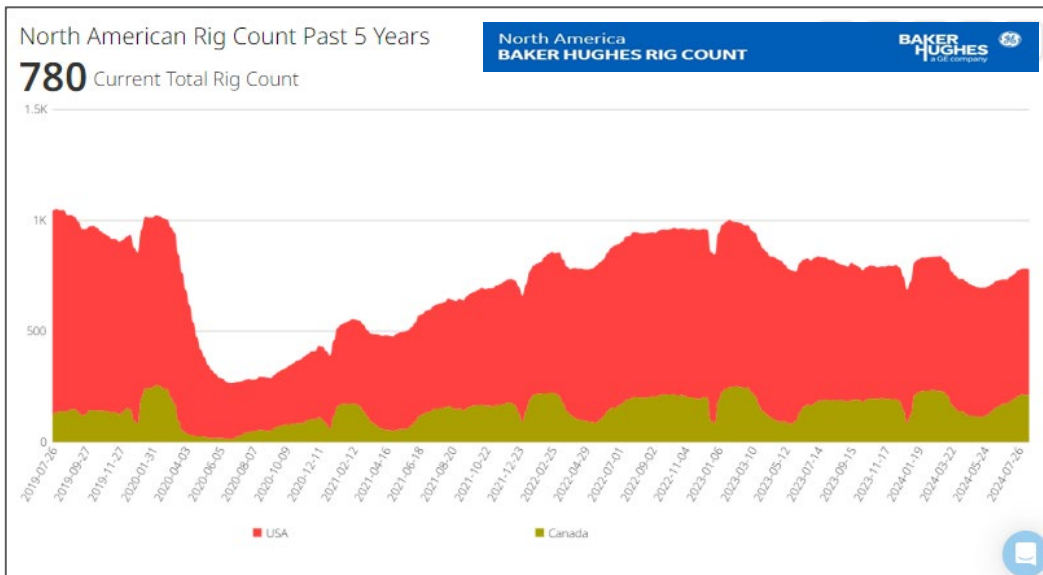
(ttm) = trailing 12 months at Jun 30, 2024  
 (mrq) = most recent quarter at Jun 30, 2024  
 Data Source: NASDAQ

1) Total shares outstanding at Aug 6, 2024  
 2) Institutional holdings per NASDAQ.  
 3) See reconciliation of non-GAAP measures to GAAP measures on the last slide of this presentation.



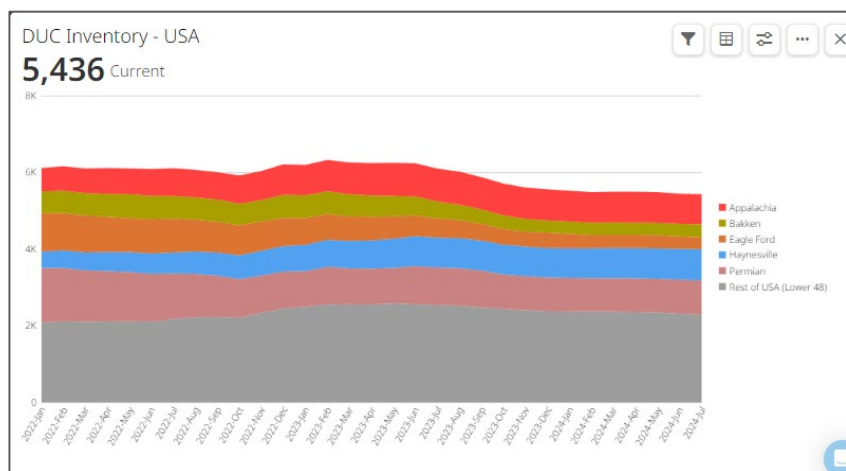
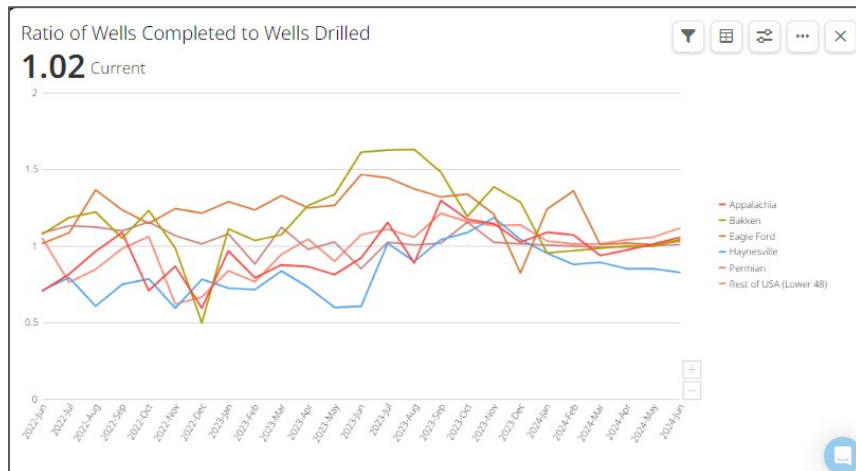
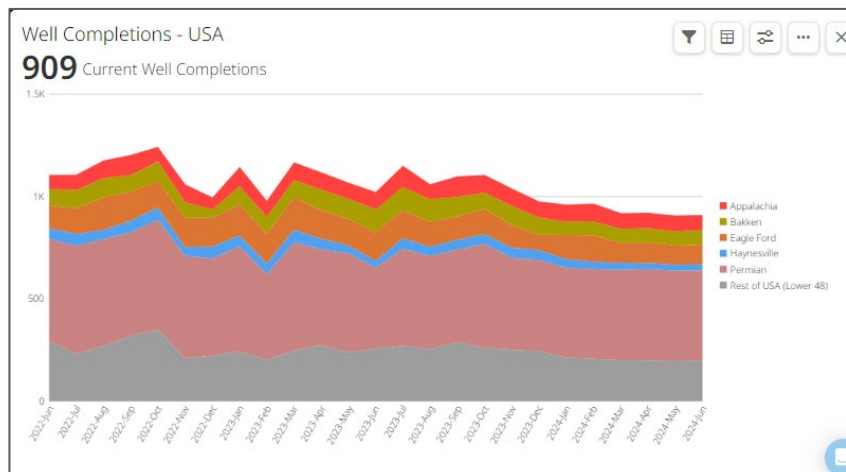
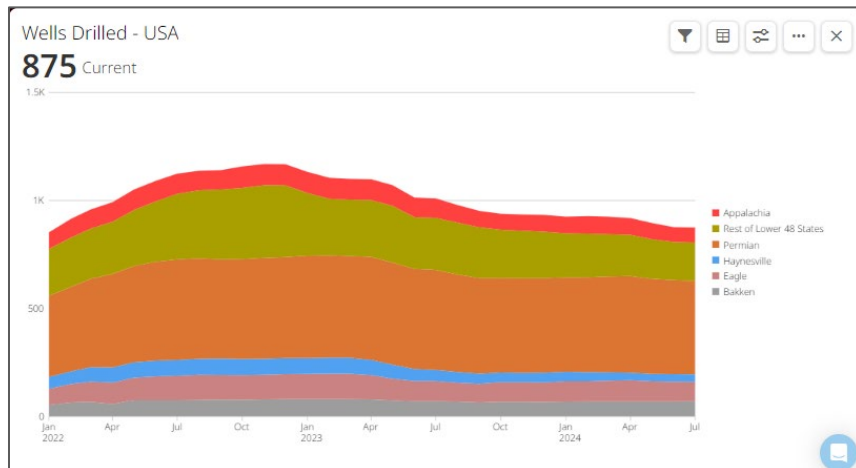
# INDUSTRY UPDATE – PREDICTIVE METRICS

INDUSTRY METRICS SUSTAINING AND SUPPORTING THE CYCLE – STILL PENT-UP DEMAND FOR NEW TECHNOLOGY



# INDUSTRY UPDATE – DRILLS, COMPLETIONS, DUC'S

DRILLING AND COMPLETION ACTIVITY REMAINS BELOW 2022 & 2023 LEVELS



## TRENDS

- Drilling and completion activity has been flat for 2024 YTD
- Pre-pandemic run rates for drilling and completions were approximately 1,200 per month, +25% higher than the current run rates.
- DUC inventory has decreased significantly since its peak at ~9,000 in Jun 2020



# HELPING OUR CUSTOMERS ACHIEVE THEIR ESG INITIATIVES

## ENVIRONMENTAL

- Supporting regulatory compliance and industry **emissions reduction** commitments.
- Technology integration solutions which significantly **reduce** the release of **methane** and **volatile organic compounds**.

## SOCIAL & SAFETY

- **Critical** solutions in support of industry **safety protocols** and **initiatives**.
- Creating **safe** places to work.
- **Minimize** workplace hazards, **increased** ability to centrally monitor, support and deploy.

## GOVERNANCE

- Our solutions are developed with a focus on **safety**, **environmental** impacts, **reliability** and **efficiency**.
- Protecting human life, protecting the environment, and protecting our customers' investments are our key guiding principles.

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





## M&A ACTIVITY



### TRANSACTION DETAILS & FIT:

- Acquired June 18, 2019
  - \$2.5 m cash for specific assets
  - \$1-\$2 m incremental revenue annually
- Company
  - Manufacturing based in China
  - Combustion based product line
  - Innovated and complimentary product line
- Value to Profire
  - Inventory and supply chain purchase
  - Vertical integration with existing sales force
  - Rounds out PROFIRE's upstream and midstream natural draft product offering
  - Inventory that can be sold immediately



### TRANSACTION DETAILS & FIT:

- Acquired August 5, 2019
  - \$2.4 m Cash and \$1m in Stock, for ownership interests
  - \$2.5-\$3.5 m incremental revenue annually
- Company
  - Ohio based with 7 employees
  - Combustion & Oilfield Solutions focus
  - One of PROFIRE' largest re-sellers
- Value to Profire
  - Increased direct sales of product in the NE Shale Play & potential market share Increase
  - Expansion of NE service team
  - Talent acquisition – Extensive Oilfield experience
  - OEM channel management & development strategy





**PROFIRE**

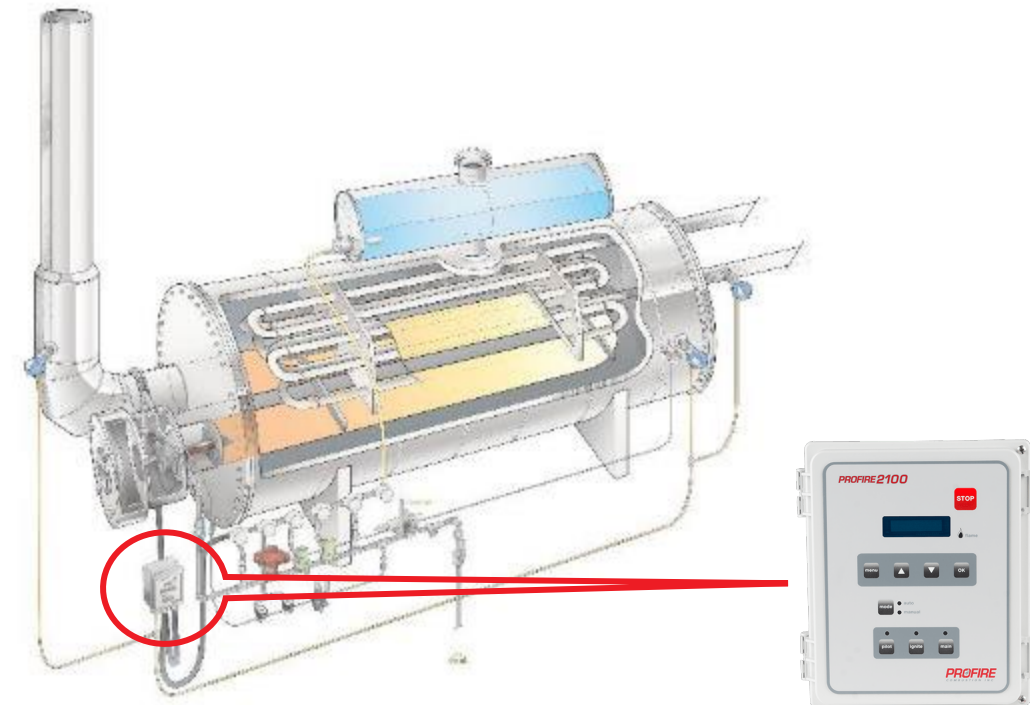
**BURNER MANAGEMENT**



# WHAT IS A BMS?

*A BMS CONTROLLER AUTOMATES INEFFICIENT & DANGEROUS TASKS WITH AN EFFICIENT, ECONOMIC SYSTEM*

- The Profire BMS operates like a high-tech highly-specialized oilfield thermostat
  - Ignites (and re-ignites, when needed) the burner flame in oilfield vessels<sup>1</sup>
    - The BMS sense when a burner has extinguished and reignites it within seconds.
- Monitors and manages the temperature of the vessel.
  - The BMS manages fuel flow to adjust burner intensity (which in turn adjusts the vessel's temperature)
- Can be monitored & managed remotely



Q: What's a "vessel"? Why is it important?

A: The production and transportation of oil & natural gas requires various vessels (e.g. , tanks, line heaters, separators, dehydrators, amine reboilers). These vessels vary in function (e.g. storing oil, removing chemicals or hydrates from gas, etc.), but all require a burner flame to function properly.

# BMS VALUE PROPOSITION

A BMS SOLUTION CAN IMPROVE COMPANY EFFICIENCY, SAFETY AND HELP WITH ESG INITIATIVES



## WITH BMS

## WITHOUT BMS

### OPERATIONAL EFFICIENCY

- BMS quickly reignites the failed flame, and keeps the application within a set temperature range
- Application can be monitored remotely
- Production can continue with minimal interruption

- Worker must discover and reignite the extinguished burner flame, then restart the application manually
- All application monitoring is done directly, on-site
- Production can be interrupted for longer periods of time

### SAFETY

- BMS assumes the risk of reigniting, reducing employee accident-risk

- Worker assumes risk of reigniting flame, which can lead to burns and explosions

### ENVIRONMENT (ESG)

- BMS can help reduce gas emissions by quickly reigniting a failed flame

- Raw gas is sometimes needlessly vented into the atmosphere when flame fails (*methane is 25x more toxic than CO<sub>2</sub>*)



# DRIVER: OPERATIONAL EFFICIENCY

THE ECONOMIC INCENTIVES FOR PRODUCERS TO USE A BMS CAN BE SIGNIFICANT



## BENEFITS OF BMS SYSTEMS

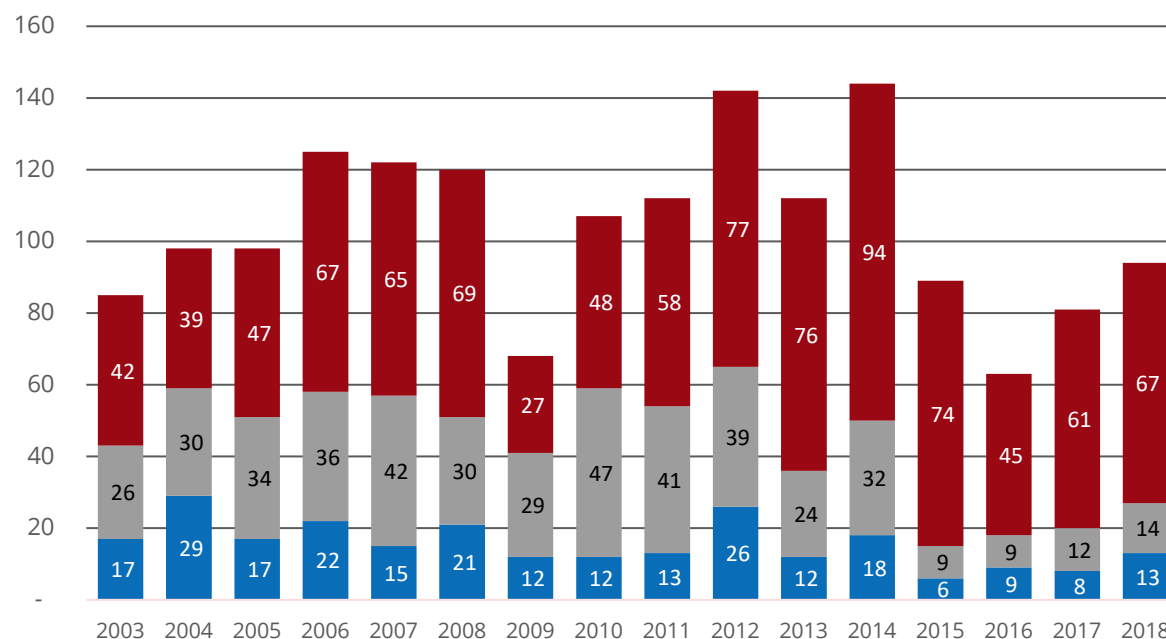
- Opportunity cost of flame going out
  - A BMS stands by 24/7 to help ensure the burner flame is lit and managed properly, helping production reliability.
- Payroll savings
  - A BMS can minimize the cost of a worker visiting sites and igniting/managing burner flames.
- Fuel savings
  - A BMS can reduce how often a burner is running, reducing fuel costs – initial testing has shown significant fuel savings.
- Cost of potential accident
  - A BMS assumes ignition risk that has historically been assumed by people.
- Increased efficiency of using airplate (different product)
  - An airplate helps increase combustion efficiency – which reduces fuel-consumption and helps production efficiency.
- Industry is moving to and embracing technology
  - Oil field automation – integrating multiple units to one interface, remote monitoring and detection and data logging.



# DRIVER: SAFETY

THE OIL & GAS INDUSTRY IS ONE OF THE MOST DANGEROUS INDUSTRIES

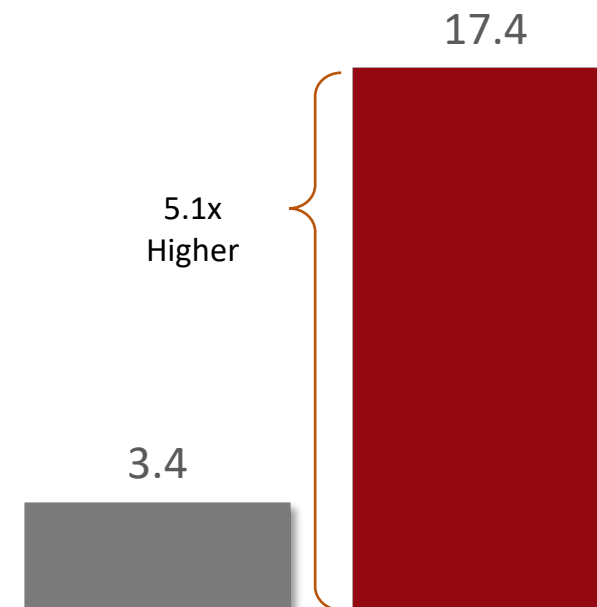
US OIL AND GAS EXTRACTION FATALITIES <sup>1</sup>



- Support activities for oil and gas operations
- Drilling oil and gas wells
- Oil and gas extraction

<sup>1</sup> BLS through 2018, <https://www.bls.gov/home.htm>

<sup>2</sup> BLS 2020 Data



WORKER FATALITY RATES – PER 100,000 WORKERS <sup>2</sup>



# DRIVER: COMPLIANCE AND EMISSION REDUCTIONS

REGULATION NAME	GOVERNING BODY	SUMMARY
Regulation 7	Colorado Dept. of Public Health & Environment	Requires that combustion devices be equipped with an auto-igniter which will automatically attempt to relight the pilot flame.  <b>A Profire BMS will not only auto ignite, but also manage the burner flame.</b>
R307-503-3 Auto-igniters	Utah's Dept. of Air Quality	Mandates that all open and enclosed flares have an auto-igniter designed to automatically attempt to relight the pilot flame of a flare in order to combust volatile organic compound emissions.  <b>We believe Profire offers the fastest, most cost-effective and reliable way to satisfy this state mandate.</b>
Order No. 25417	North Dakota's Industrial Council	Requires producers to condition crude oil before transportation and prove oil temperature is above 110 degrees Fahrenheit, to burn off toxic gases from the oil.  <b>Profire's BMS systems can help manage the heaters that producers need in order to comply with this regulation.</b>
Quad O <i>(part of green completion act)</i>	United States Environmental Protection Agency	White House commissioned the EPA and Bureau of Land Management to control oilfield emissions. The BMS-related section of this regulation requires a Control Device (i.e. combustor, flare, or vapor recovery unit) for Affected Facilities (e.g. gas wells, process units, etc.).  <b>A Profire BMS can help manage such Control Devices.</b>
Chapter 5: Air Quality Division's Emission Standard	Wyoming Dept. of Environment Quality	Wyoming essentially adopted the standards of Quad O. <b>A Profire BMS can help manage the Control Devices that help reduce emissions.</b>
B 149.3-10	Alberta	This regulation established mandatory standards for oilfield inspections & equipment. <b>A Profire BMS is widely considered to be the easiest way to meet the Alberta standard.</b>

<sup>1</sup> Colorado Oil & Gas Conservation Commission

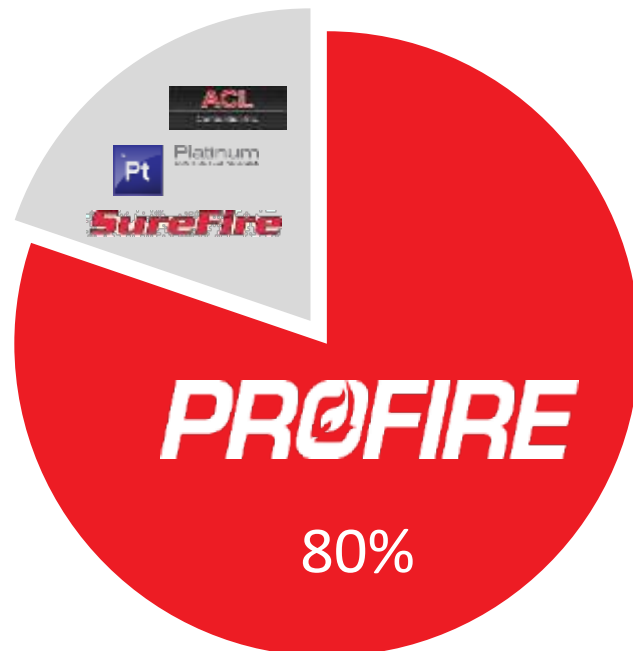
<sup>2</sup> State of Utah – Division of Oil, Gas, & Mining

<sup>3</sup> Canadian Energy Resource Conservation Board



# COMPETITIVE LANDSCAPE

BMS USE HAS GROWN SIGNIFICANTLY WITH ONLY A FEW PROVIDERS



OILFIELD BMS MARKET SHARE (EST.) NORTH AMERICA

<sup>1</sup>Some larger conglomerates (e.g. Siemens, Honeywell, etc.) manufacture BMS for very sophisticated refinery environments and some larger (e.g. forced-air) systems in the oilfield. But they have not, historically, focused on the smaller- and mid-size oilfield applications

## TRUST THE BMS

- Use of BMS grew quickly after Alberta implemented burner regulations
- Economic and safety value of BMS has become increasingly recognized in the U.S.
  - Sales BMS market adoption without regulatory pressure
  - Federal & State regulation could drive BMS sales in the future
- Market served primarily by only four major players<sup>1</sup>
  - Profire Energy (U.S. & Canada)
    - *Only public company specializing in oilfield BMS*
  - ACL (Alberta)
  - Platinum (Texas)
  - Surefire (New Mexico)



# LEGACY BUSINESS CUSTOMERS/DISTRIBUTORS

WE SERVE MANY MAJOR CORPORATIONS THROUGHOUT NORTH AMERICA AND THE WORLD

PETROLEUM END USERS	E&I'S / SERVICES	DISTRIBUTORS	OEMS

■ DOMESTIC COMPANIES

■ INTERNATIONAL COMPANIES

**PROFIRE**

*PRODUCTS &  
SOLUTIONS*



# BMS – PF2200 PLATFORM

DESIGNED TO ENHANCE THE PERFORMANCE AND CONTROL OF A WIDE ARRAY OF NATURAL DRAFT, SINGLE BURNER APPLICATIONS.



- Intuitive user interface
- Low power
- Application specific I/O
- Enhanced control
- Advanced diagnostics
- Remote monitoring
- Simplified installation



**SAFETY INTEGRITY LEVEL (SIL) CERTIFICATION  
ACHIEVED Q4 2019**



**CSA CERTIFICATION ACHIEVED Q2 2020**

**PF2200 - SB**

SINGLE BURNER

**PF2200 - DB**

DUAL BURNER

**PF2200 - FD**

FORCED DRAFT

## BMS – PF3100

PF3100 MANAGES MORE COMPLEX APPLICATIONS IN O&G INDUSTRY & IT'S MODULAR DESIGN CREATES PLATFORM TO PROVIDE SOLUTIONS TO OTHER INDUSTRIAL APPLICATIONS



- Manage up to 16 appliances from 1 user-interface
- Control multiple burners or pilots through one user-interface



MULTI-BURNER,  
SINGLE APPLIANCE



MULTI-PILOT,  
SINGLE APPLIANCE



MULTI-APPLIANCE,  
SINGLE PAD



FORCED AIR &  
OTHER INDUSTRIAL  
APPLICATIONS



**SAFETY INTEGRITY LEVEL (SIL) CERTIFICATION  
ACHIEVED JULY 2018**

# PROVEN PRODUCT LINE ADDING VALUE TO MULTIPLE INDUSTRIES



## NATURAL DRAFT BMS

Flagship product, an advanced, versatile BMS for a variety of applications



## FLARE IGNITION

Flare Ignition Systems



## COMBUSTION EFFICIENCY

Adjustable controls for maximum combustion efficiency



## FLAME ARRESTORS

Appliance safety & compliance



## PACKAGED SOLUTIONS

Off the shelf plug and play or fully engineered customized solutions to support minimal downtime on installation



## BURNERS

High efficiency burners and pilots

**PROFIRE**

***SERVICE TEAM  
PROVIDES VALUE-ADD &  
POTENTIAL RECURRING  
REVENUE SYSTEM***

***OUR SERVICE TEAM IS DEDICATED TO CUSTOMER  
SUCCESS, AND ARE EXPERT COMBUSTION  
TECHNICIANS***



***PROFIRE SERVICE***

***THE PROFIRE SERVICE OFFERING IS AN INCREASINGLY  
VALUABLE ASSET***

- Keeps us in front of and relevant to our customers (recurring contact)
- Helps us offer a “complete solution” to our customers
- Supports add-on sales of other Profire products
- Assures maximum customer satisfaction and ROI
- Potential recurring revenue stream, through our Preventative Maintenance program

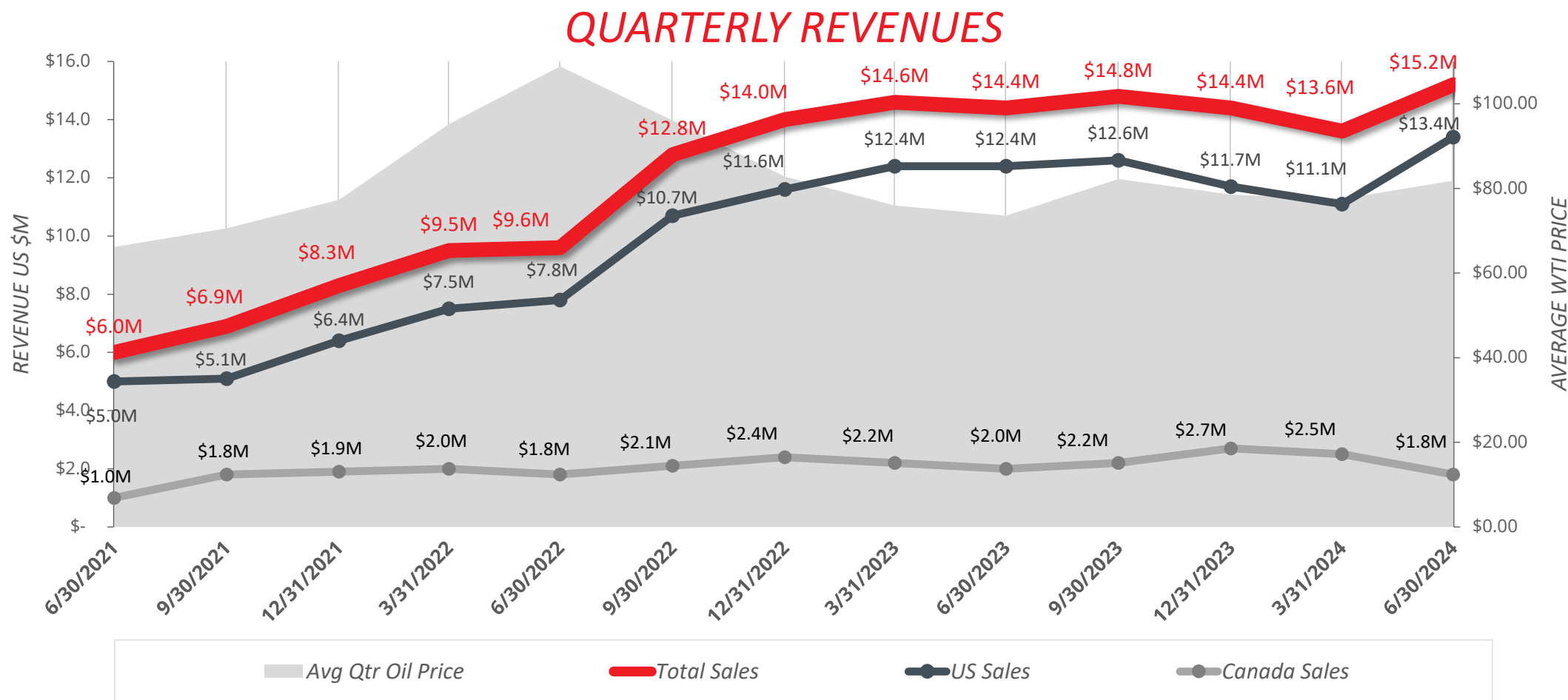


**PROFIRE**

*FINANCIAL PERFORMANCE*

# QUARTERLY REVENUE & AVERAGE WTI PRICE

SALES HAVE REBOUNDED FROM THE BOTTOM OF THE COVID PANDEMIC AND THE OUTLOOK IS STRONG





# FINANCIALS: Q2 FY 2024

PROFIRE'S FINANCIAL STRENGTH IS SHOWN IN ITS BALANCE SHEET AND HISTORICAL PERFORMANCE

INCOME SNAPSHOT (Q2 FY2024)	
Revenues	\$15,160,513
Cost of Goods Sold	\$6,884,368
Gross Profit	\$7,859,574
Gross Margin (%)	51.8%
EBITDA <sup>1</sup>	\$2,958,092
EBITDA Margin (%) <sup>1</sup>	19.5%
Income From Operations	\$2,591,540
Operating Margin (%)	17.1%
Net Income (After-tax)	\$2,062,725
Net Margin (After-tax) (%)	13.6%

BALANCE SHEET SNAPSHOT (Q2 FY2024)	
Cash & Liquid Investments	\$18,442,514
Net Tangible Assets	\$56,858,946
Working Capital	\$39,206,880
Current Ratio	6.9
Debt	\$0
Debt to Equity Ratio	0x
Shareholder Equity	\$60,463,672
Additional Paid-In Cap	\$33,375,359

<sup>1</sup>Reconciliation of non-GAAP measures to the most directly comparable GAAP measures appears in the appendix

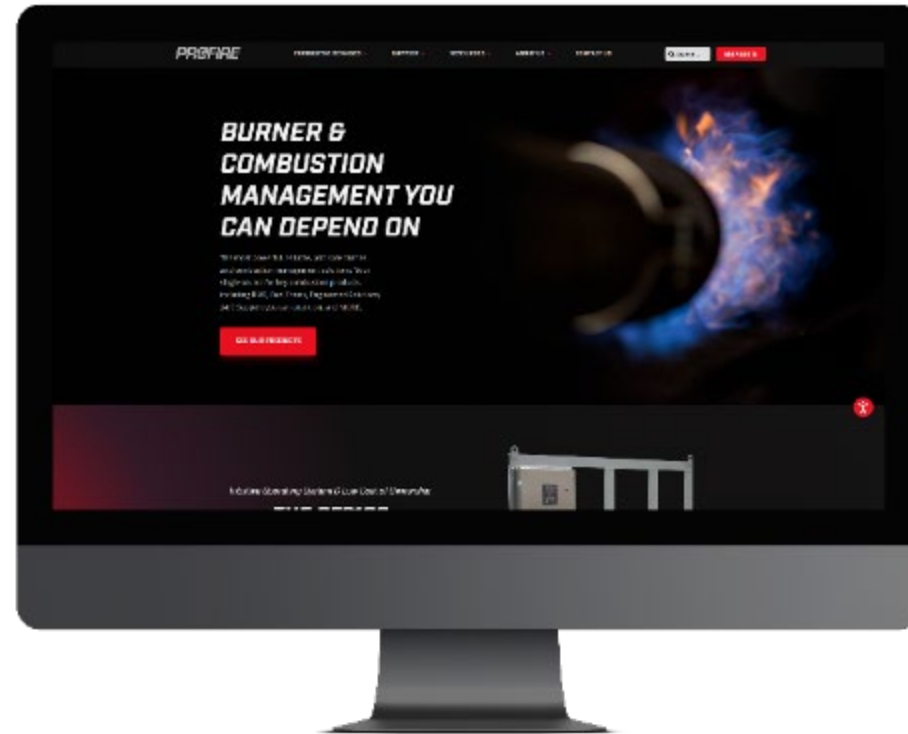
# WHY PROFIRE?

## WHY IS PROFIRE A SOLID INVESTMENT?

- ❑ 2023 was the best year in Company history
  - \$58.2 million in Revenue, 27% higher than 2022
- ❑ 2024 Shaping up to be another great year
  - \$15.2 million in Revenue in Q2 2024, 2nd best individual quarterly revenue in Company History
- ❑ Technology margins in an industry with a big sales runway
  - Gross Margin over 50%, EBITDA Margin over 15%, Net Margin over 10%
- ❑ Diversifying within and outside of the oil & gas market - particularly in RNG, Biogas and Industrial applications.
  - 15% of total revenue in Q2 2024
  - 12% of total revenue in 2023
  - 6% of total revenue in 2022 and
  - less than 1% in 2021
- ❑ Proven ability to sell technology solutions on economic, safety, and ESG merits
- ❑ Strong balance sheet, historical track record of operating cash flow & profitability



# CONTACT US



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Visit [www.profireenergy.com](http://www.profireenergy.com) for investor resources & updates.



**PROFIRE**

**APPENDIX**



## GOVERNANCE, MANAGEMENT & DIRECTORS



**RYAN OVIATT, CO-CEO, CO-PRESIDENT, CFO & BOARD OF DIRECTORS**

Previously a Senior Manager at Rio Tinto for Financial Reporting and SOX compliance. Prior to Rio Tinto, Ryan was an Audit Manager at Ernst & Young, LLP. Ryan received his Bachelor Degree in Accounting from Westminster College, and Master Degree in Accountancy from Brigham Young University. Certified Public Accountant in Utah.



**CAMERON TIDBALL, CO-CEO, CO-PRESIDENT**

Previously a Senior Manager with Direct Energy managing customer care and support operations. Prior to Direct Energy, Cameron was a Senior Business Analyst for TELUS Communications where he managed customer experience initiatives for a network of global call centers. Cameron received his Bachelor of Commerce from the University of Alberta.



**PATRICK FISHER, VP PRODUCT DEVELOPMENT**

Patrick leads the R&D team at Profire, and is experienced in electronics R&D, new product development/production, field technical support, and quality control. He previously worked in electronics R&D and production management at Eleven Engineering, where he managed overseas operations.



**BRENTON W. HATCH, EXECUTIVE CHAIRMAN BOARD OF DIRECTORS**

Previously General Manager of Titan Technologies (a Canadian oilfield service & distribution company) and CEO of Keaton International. He is particularly experienced in operations and marketing management and earned a Bachelor's degree in Education from the University of Alberta.



**DAREN J. SHAW, BOARD OF DIRECTORS**

Mr. Shaw is a managing director of Investment Banking at D.A. Davidson & Co., a middle-market investment bank and investment brokerage firm with \$26 billion of assets under management and offices nationwide. He graduated from Utah State with a degree in Accounting.



**RONALD R. SPOEHEL, BOARD OF DIRECTORS**

Mr. Spoehel is the former CFO of NASA and has served as CEO and CFO of multiple companies. He has 10 years of investment banking experience in energy and technology and is an honors graduate from the Wharton School and Moore School of Electrical Engineering.



**COLLEEN L. BELL, BOARD OF DIRECTORS**

Ms. Bell is a former VP and General Manager at Dominion Energy. She was also a VP and General Counsel for Questar Corporation. She has 30 years of experience in both law and natural gas and energy industries. She holds degrees in English and law from the University of Utah.



**PROFIRE**

## ESG FOCUS – COMMUNITY INVOLVEMENT

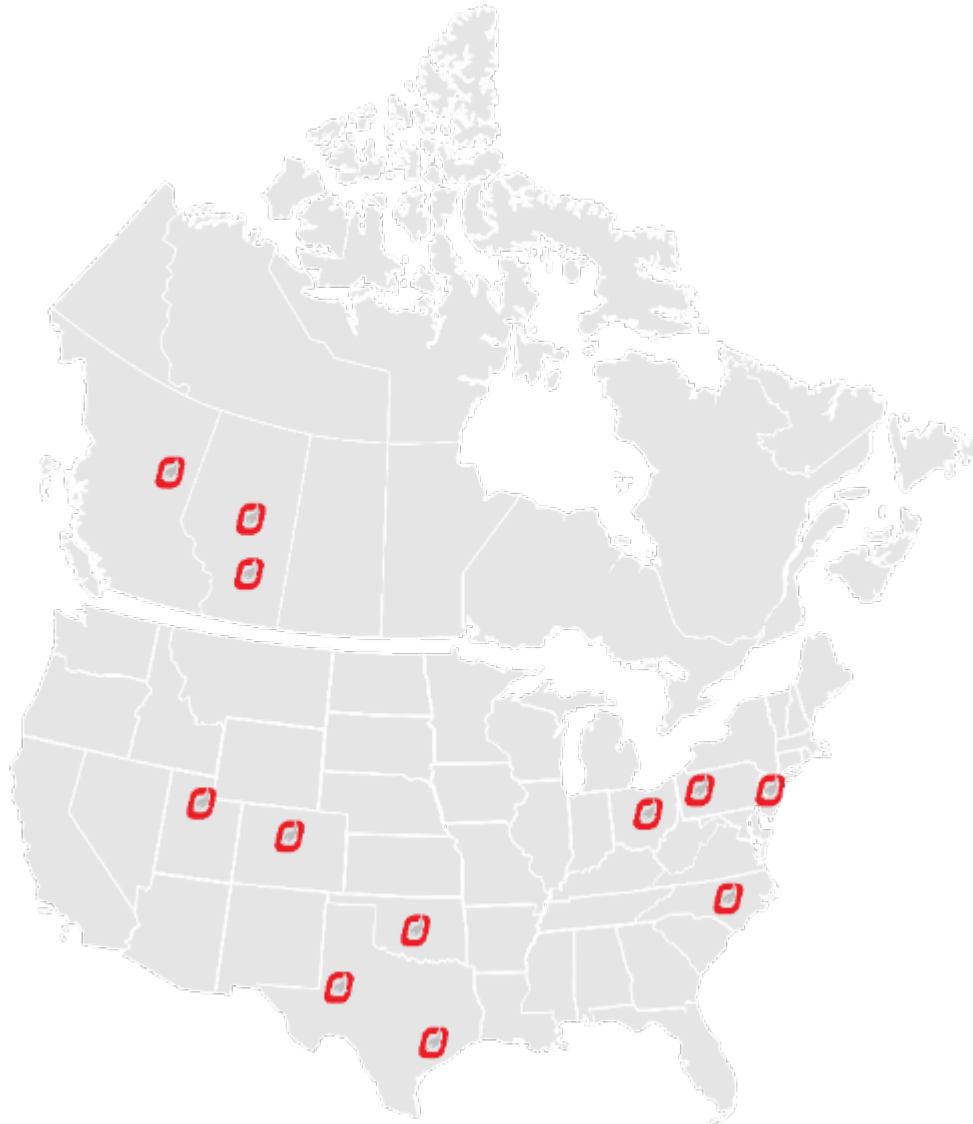
GOAL IS TO GIVE BACK TO THE COMMUNITIES WHERE WE OPERATE AND LIVE

### Organizations we have supported over the years:

- University of Utah Burn Camp – SLC, UT – 9+ years of support
- Zebra Child Protection Centre – Edmonton, AB
- Lindon Fire Department – drone donation
- Orem Police Department – drone donation
- Malouf Foundation – helping end child exploitation
- Quota of Indiana PA, 5<sup>th</sup> year of support – support for speech and hearing-impaired
- Pleasant Grove Community - playground built with employee volunteers



# PROFIRE OPERATIONS



## OFFICES IN

Lindon, Utah

Acheson, Alberta

Oklahoma City, Oklahoma

Houston, Texas

Midland-Odessa, Texas

Homer City, Pennsylvania

Millersburg, Ohio

## INDEPENDENT ANALYST COVERAGE

FIRM	ANALYST	EMAIL
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*Profire Energy, Inc. is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding Profire Energy, Inc.'s performance made by these analysts are theirs alone and do not represent opinions, forecasts or predictions of Profire Energy, Inc. or its management. Profire Energy, Inc. does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations.*



# ABOUT THE USE OF NON-GAAP FINANCIAL MEASURE

The reconciliation of such Non-GAAP measures to GAAP is provided below:

- **EBITDA** = Net Income + Income Tax Expense (or - Income Tax Benefit) - Interest income + Interest expense + Depreciation & Amortization
- **EBITDA Margin** = EBITDA/Total Revenues (given as a %)

Quarterly Figures	9/30/2022	12/31/2022	3/31/2023	6/30/2023	9/30/2023	12/31/2023	3/31/2024	6/30/2024
EBITDA Calculation:	3 Months	3 Months	3 Months	3 Months	3 Months	3 Months	3 Months	3 Months
Net Income	\$ 1,210,748	\$ 1,825,024	\$ 2,589,621	\$ 2,857,157	\$ 2,039,390	\$ 3,290,547	\$ 1,434,375	\$ 2,062,725
add back net income tax expense	\$ 958,300	\$ 592,503	\$ 816,815	\$ 634,028	\$ 611,008	\$ (392,153)	\$ 393,148	\$ 704,620
add back net interest expense	\$ (44,029)	\$ (91,544)	\$ (57,114)	\$ (122,800)	\$ (69,727)	\$ (130,942)	\$ (68,952)	\$ (80,690)
add back depreciation and amortization	\$ 272,204	\$ 270,008	\$ 262,039	\$ 285,957	\$ 274,208	\$ 286,758	\$ 267,654	\$ 271,437
EBITDA calculated	\$ 2,397,223	\$ 2,595,991	\$ 3,611,361	\$ 3,654,342	\$ 2,854,879	\$ 3,054,210	\$ 2,026,225	\$ 2,958,092
<b>EBITDA Margin Calculation:</b>								
EBITDA	\$ 2,397,223	\$ 2,595,991	\$ 3,611,361	\$ 3,654,342	\$ 2,854,879	\$ 3,054,210	\$ 2,026,225	\$ 2,958,092
Divided by Total Revenue	\$ 12,956,246	\$ 14,095,809	\$ 14,684,628	\$ 14,558,921	\$ 14,943,899	\$ 14,495,724	\$ 13,641,140	\$ 15,160,513
EBITDA Margin	18.5 %	18.4 %	24.6 %	25.1 %	19.1 %	21.1 %	14.9 %	19.5 %

Annual Figures	2017	2018	2019	2020	2021	2022	2023
EBITDA Calculation:	12 months	12 months	12 months	12 months	12 months	12 months	12 months
Net Income	\$ 4,449,535	\$ 6,080,761	\$ 2,021,492	\$ (2,175,597)	\$ (1,051,543)	\$ 3,947,762	\$ 10,776,715
add back net income tax expense	\$ 2,673,694	\$ 2,517,200	\$ 1,546,069	\$ (483,567)	\$ (629,358)	\$ 1,738,422	\$ 1,669,698
add back net interest expense	\$ (180,325)	\$ (501,429)	\$ (283,476)	\$ (181,254)	\$ (133,866)	\$ (159,116)	\$ (380,583)
add back depreciation and amortization	\$ 889,724	\$ 896,681	\$ 1,467,007	\$ 1,176,707	\$ 1,255,647	\$ 1,101,044	\$ 1,108,962
EBITDA calculated	\$ 7,832,628	\$ 8,993,213	\$ 4,751,092	\$ (1,663,711)	\$ (559,120)	\$ 6,628,112	\$ 13,174,792
<b>EBITDA Margin Calculation:</b>							
EBITDA	\$ 7,832,628	\$ 8,993,213	\$ 4,751,092	\$ (1,663,711)	\$ (559,120)	\$ 6,628,112	\$ 13,174,792
Divided by Total Revenue	\$ 38,286,376	\$ 45,614,535	\$ 38,981,313	\$ 21,458,609	\$ 26,356,176	\$ 46,347,242	\$ 58,683,172
EBITDA Margin	20.5 %	19.7 %	12.2 %	(7.8)%	(2.1)%	14.3 %	22.5 %



# THANK YOU

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