# **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

# FORM 8-K

### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): November 9, 2016

# PROFIRE ENERGY, INC. (Exact name of registrant as specified in its charter)

<u>Nevada</u> (State or other jurisdiction of incorporation)

001-36378 Commission File Number)

20-0019425 (IRS Employer Identification No.)

321 South 1250 West, Suite 1, Lindon, Utah (Address of principal executive offices)

> 84042 (Zip code)

(801) 796-5127

(Registrant's telephone number, including area code)

N/A

(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2 below):

[	]	Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
]	]	Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[	]	Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
[	]	Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

### Item 2.02. Results of Operations and Financial Condition

On November 9, 2016 Profire Energy, Inc. (the "Company") issued a press release reporting financial results for quarter ended September 30, 2016. A copy of the press release is attached to this Current Report as exhibit 99.1 and is incorporated herein solely for the purposes of this Item 2.02 disclosure.

### Item 9.01. Financial Statements and Exhibits

(d) Exhibits

Exhibit Number Description

99.1 Press Release Announcing Financial Results

#### **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

PROFIRE ENERGY, INC.

Date: November 9, 2016 By: /s/ Brenton W. Hatch

Brenton W. Hatch Chief Executive Officer



#### Profire Energy Reports Financial Results for Fiscal Second Quarter of 2017

Revenue of \$5m up 26% from previous quarter and Positive Cash Flow from Operations Amid Difficult Industry Conditions

**LINDON**, **Utah**, **November 9**, **2016** - Profire Energy, Inc. (NASDAQ: PFIE), a technology company which creates, installs and services burner and chemical management solutions in the oil and gas industry, today reported financial results for its fiscal second quarter ended September 30, 2016. A conference call will be held on Thursday, November 10, 2016 at 1:30 p.m. EST to discuss the results.

### Fiscal Q2 2017 Highlights

- · Total revenues of \$4,990,813
- Net income of \$74,452 or \$0.00 per diluted share
- · Cash and liquid investments at period-end totaled \$22.7 million
- · Generated positive cash flow from operations of \$1,845,355
- Remained debt-free

### **Fiscal Second Quarter Financial Results**

The second quarter resulted in positive cash flows from operating activities. \$11.1m in cash used to invest inlow risk, CD's, bonds and mutual funds. This investment strategy was done to allow liquidity while earning an improved rate of return. Cash and these liquid investments, total \$22.7m, which is an increase from \$22m in the first quarter. The positive cash flows and substantial cash position have allowed Profire to remain debt free.

Total revenues were just under \$5m, representing an increase of 26% from the previous quarter. Net income was \$74,452 or \$0.00 per diluted share, compared to a net loss of \$605,295 or loss of \$0.01 per diluted share in the first quarter of this fiscal year.

Gross profit increased to 53% compared to 48% in the previous quarter while total operating expenses decreased slightly. Compared with the same year ago quarter, operating expenses for general and administrative decreased 20%, R&D decreased 11%, and depreciation increased 16%.

#### **Management Commentary**

"We remain optimistic for our Company and believe we've positioned ourselves well." Said Brenton Hatch, President and CEO of Profire Energy. "We have invested in R&D, implemented effective cost cutting strategies, taken advantage of the slowdown to more extensively train our personnel, focused on generating positive cash flow, and been able to grow our customer base. We believe these actions will enable us to emerge stronger than before the industry downturn began."

"In looking at the industry as a whole, we believe there are several positive indicators that oil prices are on the rebound. The Baker Hughes North American rig count has increased 41% from the historical low point in May 2016 and the significant build up in the number of drilled but uncompleted wells, since 2014, has begun decreasing over the last few months," stated Ryan Oviatt, CFO of Profire. "We believe these industry trends will have a positive impact for Profire and our customers in the coming quarters. Our revenues increased in Q2 while operating costs decreased slightly compared to the previous quarter. Our cost cutting initiatives combined with ongoing cost management have positioned us well to respond to the market in the second half of our fiscal year."

#### **Conference Call**

Profire management will host a conference Thursday, November 10, 2016 to discuss these financial results. Please call the conference telephone number at least five minutes prior to the start time. An operator will register your name and organization.

Date: Thursday, November 10, 2016

Time: 1:30 p.m. EST (11:30 a.m. MST)

Toll-free dial-in number: 1-877-705-6003

International dial-in number: 1-201-493-6725

The conference call will be webcast live and available for replay via this link: http://public.viavid.com/index.php?id=121783. The webcast replay will be available for one year.

Please call the conference telephone number five minutes prior to the start time. An operator will register your name and organization. If you have any difficulty connecting the conference call, please contact Todd Fugal at 1-801-796-5127.

A replay of the call will be available after 5:00 p.m. EST on the same day through November 17, 2016.

Toll-free replay number: 1-844-512-2921 International replay number: 1-412-317-6671

Replay ID: 13649080

#### About Profire Energy, Inc.

Profire Energy assists energy production companies in the safe and efficient production and transportation of oil and natural gas. As energy companies seek greater safety for their employees, compliance with more stringent regulatory standards, and enhanced margins with their energy production processes, Profire Energy's burner management and chemical injection systems are increasingly becoming part of their solution. Profire Energy has offices in Lindon, Utah; Houston, Texas; Shelocta, Pennsylvania; Greeley, Colorado; and Edmonton, Alberta, Canada. For additional information, visit www.profireenergy.com.

Cautionary Note Regarding Forward-Looking Statements. Statements made in this release that are not historical are forward-looking statements. This release contains forward-looking statements, including, but not limited to statements regarding the Company holding a conference call on November 10, 2016 regarding 2017 second fiscal quarter results; the Company's ability to manage macro-economic conditions; or, the Company's expectation that industry conditions will improve; or, the Company developing new products, diversifying into new market; and, the decisions made over the past year positioning the Company to capture future opportunities and deliver long-term shareholder value. Forward-looking statements are not guarantees of future results or performance and involve risks, assumptions and uncertainties that could cause actual events or results to differ materially from the events or results described in, or anticipated by, the forward-looking statements. Factors that could materially affect such forward-looking statements include certain economic, business, public market and regulatory risks and factors identified in the company's periodic reports filed with the Securities Exchange Commission. All forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. All forward-looking statements are made only as of the date of this release and the Company assumes no obligation to update forward-looking statements to reflect subsequent events or circumstances, except as required by law. Readers should not place undue reliance on these forward-looking statements.

#### **Contact:**

**Profire Energy, Inc.** Ryan Oviatt, CFO (801) 796-5127

# PART I. FINANCIAL INFORMATION

# Item 1 Financial Information

# PROFIRE ENERGY, INC. AND SUBSIDIARIES

Condensed Consolidated Balance Sheets (Unaudited)

	As of		
<u>ASSETS</u>	September 30, 2016	March 31, 2016	
	(Unaudited)		
CURRENT ASSETS			
Cash and cash equivalents	\$ 11,674,786	\$ 21,292,595	
Accounts receivable, net	3,695,422	4,132,137	
Inventories, net	8,921,196	11,046,682	
Income tax receivable	507,526	268,326	
Short term investments	2,172,410	-	
Investments - other Prepaid expenses & other current assets	3,000,000	215 757	
Prepaid expenses & other current assets	463,287	315,757	
Total Current Assets	30,434,627	37,055,497	
LONG-TERM ASSETS			
Deferred tax asset	455,504	452,431	
Long Term Investments	5,950,473	-	
PROPERTY AND EQUIPMENT, net	7,715,964	8,232,911	
OTHER ACCETS			
OTHER ASSETS Goodwill	997,701	997,701	
Intangible assets, net of accumulated amortization	508,276	529,300	
mitaligible assets, liet of accumulated amortization	308,270	329,300	
Total Other Assets	1,505,977	1,527,001	
TOTAL ASSETS	\$ 46,062,544	\$ 47,267,840	
LIABILITIES AND STOCKHOLDERS' EQUITY			
CURRENT LIABILITIES			
Accounts payable	\$ 802,218	\$ 893,822	
Accrued liabilities	478,108	620,783	
Income taxes payable	-	335,375	
income taxes payable		333,373	
Total Current Liabilities	1,280,326	1,849,980	
LONG TERM LIABILITIES			
LONG-TERM LIABILITIES Deferred income tax liability	558,829	632,732	
Deferred income tax matrity	338,829	032,732	
TOTAL LIABILITIES	1,839,155	2,482,712	
STOCKHOLDERS' EQUITY			
Preferred shares: \$0.001 par value, 10,000,000 shares authorized: no shares issued and outstanding	-	-	
Common shares: \$0.001 par value, 100,000,000 shares authorized: 53,325,215 issued and 53,109,905			
outstanding at September 30, 2016 and 53,256,296 issued and outstanding at March 31, 2016	53,325	53,256	
Treasury stock, at cost	(261,544)	-	
Additional paid-in capital	26,617,570	26,164,622	
Accumulated other comprehensive loss	(2,505,050)	(2,282,682)	
Retained earnings	20,319,089	20,849,932	
Total Stockholders' Equity	44,223,390	44,785,128	
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 46,062,544	\$ 47,267,840	

PROFIRE ENERGY, INC. AND SUBSIDIARIES

Condensed Consolidated Statements of Operations and Other Comprehensive Income (Loss)

(Unaudited)

	For the Three Months Ended September 30,			For the Six Months Ended September 30,				
REVENUES	_	2016	_	2015	_	2016	_	2015
Sales of goods, net	\$	4,507,044	\$	7,291,846	\$	7,969,936	\$	13,503,816
Sales of services, net	Ψ	483,769	Ψ	805,448	Ψ	994,919	Ψ	1,470,721
Total Revenues		4,990,813		8,097,294	_	8,964,855		14,974,537
COST OF SALES								
Cost of goods sold-product		1,977,658		3,445,188		3,690,300		6,413,106
Cost of goods sold-services	_	388,496	_	623,992	_	735,645	_	1,219,530
Total Cost of Sales		2,366,154	_	4,069,180	_	4,425,945	_	7,632,636
GROSS PROFIT	_	2,624,659	_	4,028,114	_	4,538,910	_	7,341,901
OPERATING EXPENSES								
General and administrative expenses		2,328,100		2,919,862		4,713,665		6,361,000
Research and development  Depreciation and amortization expense		263,712		295,146		514,435		599,635
Depreciation and amortization expense	_	160,216	_	137,999	_	319,455	_	245,454
Total Operating Expenses		2,752,028		3,353,007	_	5,547,555		7,206,090
INCOME (LOSS) FROM OPERATIONS	_	(127,369)		675,107		(1,008,645)		135,811
OTHER INCOME (EXPENSE)								
Gain (Loss) on sale of fixed assets		-		754		(2,592)		19,391
Other income		82,452		352,310		87,207		243,320
Interest income		19,667	_	5,517	_	47,609		26,640
Total Other Income		102,119		358,581		132,224		289,351
NET INCOME (LOSS) BEFORE INCOME TAXES		(25,249)		1,033,689		(876,420)		425,162
INCOME TAX EXPENSE (BENEFIT)	_	(99,701)	_	254,781	_	(345,578)	_	105,067
NET INCOME (LOSS)	\$	74,452	\$	778,907	\$	(530,843)	\$	320,095
OTHER COMPREHENSIVE INCOME (LOSS)								
Foreign currency translation loss	Φ.	(202.520)	Φ	(1.004.510)	Φ	(201 545)	Φ	(551 145)
Unrealized losses on investments	\$	(202,520) (20,621)	\$	(1,084,519)	\$	(201,747) (20,621)	\$	(751,147)
					_		_	
Total Other Comprehensive Loss	_	(223,141)	_	(1,084,519)	_	(222,368)	_	(751,147)
TOTAL COMPREHENSIVE LOSS	\$	(148,689)	\$	(305,612)	\$	(753,211)	\$	(431,052)
BASIC EARNINGS PER SHARE	\$	0.00	\$	0.01	\$	(0.01)	\$	0.01
FULLY DILUTED EARNINGS PER SHARE	\$	0.00	\$	0.01	\$	(0.01)	\$	0.01
BASIC WEIGHTED AVG NUMBER OF SHARES OUTSTANDING	_	53,215,385	_	53,236,979	_	53,235,747	_	53,230,892
FULLY DILUTED WEIGHTED AVG NUMBER OF SHARES OUTSTANDING	_	54,091,419	_	53,344,291	=	53,235,747	_	53,338,204

# PROFIRE ENERGY, INC. AND SUBSIDIARIES

Condensed Consolidated Statements of Cash Flows (Unaudited)

	For the Six Month Period Ended,		
	September 30, 2016	September 30, 2015	
OPERATING ACTIVITIES			
Net Income (Loss)	\$ (530,843)	\$ 320,095	
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization expense	505,117	476,548	
(Gain) Loss on sale of fixed assets	2,592	(19,391)	
Bad debt expense	208,628	86,494	
Stock options issued for services	447,691	325,334	
Changes in operating assets and liabilities:			
Changes in accounts receivable	163,107	2,567,419	
Changes in income taxes receivable/payable	(577,575)	(253,794)	
Changes in inventories	2,082,532	1,600,797	
Changes in prepaid expenses	(147,750)	(262,547)	
Changes in deferred tax asset/liability	(76,976)	(73,268)	
Changes in accounts payable and accrued liabilities	(231,168)	373,484	
6 I, I,	( - , )		
Net Cash Provided by Operating Activities	1,845,355	5,141,171	
INVESTING ACTIVITIES			
Proceeds from sale of equipment	16,896	119,935	
Purchase of investments	(11,143,504)	-	
Purchase of fixed assets	(7,140)	(28,572)	
Net Cash Provided by (Used in) Investing Activities	(11,133,748)	91,363	
EDIANODIC A CENTRETEC			
FINANCING ACTIVITIES		(20.242)	
Value of equity awards surrendered by employees for tax liability	-	(39,243)	
Stock issued in exercise of stock options	-	-	
Purchase of Treasury stock	(261,544)		
Net Cash Used in Financing Activities	(261,544)	(39,243)	
Effect of exchange rate changes on cash	(67,872)	(383,797)	
NET INCREASE (DECREASE) IN CASH	(9,617,809)	4,809,494	
CASH AT BEGINNING OF PERIOD	21,292,595		
CASH AT BEGINNING OF PERIOD	21,292,393	14,144,796	
CASH AT END OF PERIOD	\$ 11,674,786	\$ 18,954,290	
SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION			
CASH PAID FOR:			
Interest	\$ -	\$ -	
Income taxes	\$ -	\$ -	