

Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

PROFILE TECHNOLOGIES INC  
Form 10QSB  
November 09, 2007

---

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

FORM 10-QSB

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2007

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d)  
OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number 000-29196

PROFILE TECHNOLOGIES, INC.  
-----

(Name of Small Business Issuer in Its Charter)

Delaware  
-----

(State or other jurisdiction of  
incorporation or organization)

91-1418002  
-----

(I.R.S. Employer  
Identification No.)

2 Park Avenue, Suite 201  
Manhasset, New York  
-----

(Address of principal executive offices)

11030  
-----

(Zip Code)

(516) 365-1909  
-----

(Issuer's Telephone Number, Including Area Code)

Check whether the issuer: (1) filed all reports required to be filed by Section 13 or 15(d) of the Exchange Act during the past 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  No

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

State the number of shares outstanding of each of the issuer's classes of common equity, as of the latest practicable date: 14,075,371 shares of common stock as of October 29, 2007.

Transitional Small Business Disclosure Format (check one): Yes  No

TABLE OF CONTENTS

Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

Description Page Number  
-----

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements

    Balance Sheet (Unaudited) -  
        At September 30, 2007..... 3

    Statements of Operations (Unaudited) -  
        Three Months Ended September 30, 2007 and 2006 ..... 4

    Statements of Cash Flows (Unaudited) -  
        Three Months Ended September 30, 2007 and 2006..... 5

    Notes to Financial Statements (Unaudited)..... 6

Item 2. Management's Discussion and Analysis or Plan of Operation.....13

Item 3. Controls and Procedures.....15

PART II. OTHER INFORMATION

Item 1. Legal Proceedings.....15

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds...15

Item 3. Defaults Upon Senior Securities.....17

Item 4. Submission of Matters to a Vote of Stockholders.....17

Item 5. Other Information.....17

Item 6. Exhibits.....17

SIGNATURES.....19

CERTIFICATIONS

PART I -- FINANCIAL INFORMATION

Item 1. Financial Statements.

PROFILE TECHNOLOGIES, INC.  
Balance Sheet  
(Unaudited)

September 30,  
2007  
-----

Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

Assets

Current assets:

Cash and cash equivalents	\$ 848,201
Prepaid expenses and other current assets	14,969

Total current assets	863,170
----------------------	---------

Equipment, net of accumulated depreciation of \$10,825	9,533
Deferred financing fees	280
Other assets	3,184

Total assets	\$ 876,167
--------------	------------

Liabilities and Stockholders' Deficit

Current Liabilities:

Accounts payable	\$ 178,419
Notes payable to stockholders	7,500
Current portion of convertible debt	65,000
Deferred wages	743,232
Accrued professional fees	246,650
Accrued interest	1,495
Other accrued expenses	13,923

Total current liabilities	1,256,219
---------------------------	-----------

Long-term convertible debt, net of unamortized discount of \$43,701	1,299
---	-------

Stockholders' deficit:

Common stock, \$0.001 par value. Authorized 35,000,000 shares; issued and outstanding 13,514,039 shares	13,514
Common stock issuable; 461,665 shares	462
Additional paid-in capital	14,555,574
Accumulated deficit	(14,950,901)

Total stockholders' deficit	(381,351)
-----------------------------	-----------

Commitments, contingencies and subsequent events

Total liabilities and stockholders' deficit	\$ 876,167
---	------------

See accompanying notes to financial statements.

Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

	2007	2006
	-----	-----
Revenue	\$ --	\$ --
Cost of revenues	--	--
	-----	-----
Gross profit	--	--
	-----	-----
Operating expenses:		
Research and development	87,166	189,489
General and administrative	187,472	111,351
	-----	-----
Total operating expenses	274,638	300,840
	-----	-----
Loss from operations	(274,638)	(300,840)
Interest expense	17,318	3,065
Interest income	3,025	--
	-----	-----
Net loss	\$ (288,931)	\$ (303,905)
	=====	=====
Basic and diluted net loss per share	\$ (0.02)	\$ (0.02)
Weighted average shares outstanding used to calculate basic and diluted net loss per share	13,161,796	12,456,445

See accompanying notes to financial statements.

4

PROFILE TECHNOLOGIES, INC.  
Statements of Cash Flows  
(Unaudited)

	For the Thr
	Sept
	2007
	-----
Cash flows from operating activities:	
Net loss	\$ (288,931)
Adjustments to reconcile net loss to net cash used in operating activities:	
Depreciation and amortization	655
Accreted discount on convertible debt	498
Amortization of convertible debt discount included in interest expense	14,802
Amortization of debt issuance costs	40
Equity issued for services to consultants	--
Equity issued for services to employees and board of directors	17,220
Changes in operating assets and liabilities:	
Prepaid expenses and other current assets	(3,597)
Accounts payable	21,194
Deferred wages	3,549
Accrued professional fees	36,500

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

Accrued interest	(63)
Other accrued expenses	1,279
	-----
Net cash used in operating activities	(196,854)
Cash flows from financing activities:	
Common stock issuance costs	(97,830)
Proceeds from issuance of common stock	978,300
Proceeds from exercise of warrants	45,000
	-----
Net cash provided by financing activities	925,470
	-----
Increase (decrease) in cash	728,616
Cash at beginning of period	119,585
	-----
Cash at end of period	\$ 848,201
	=====
Supplemental disclosure of cash flow information:	
Cash paid for interest	\$ 1,558
Convertible debt converted into 30,000 shares of common stock during the three months ended September 30, 2007	\$ 15,000

See accompanying notes to financial statements.

5

PROFILE TECHNOLOGIES, INC  
September 30, 2007  
Notes to Financial Statements (Unaudited)

### 1. Description of Business

Profile Technologies, Inc. (the "Company"), was incorporated in 1986 and commenced operations in fiscal year 1988. The Company is in the business of inspecting pipelines for corrosion and has developed a patented, non-destructive and non-invasive, high speed scanning process, using electro magnetic waves to remotely inspect buried, encased and insulated pipelines for corrosion. The Company is actively marketing its inspection services for encased and insulated pipelines. In order to focus its resources on securing contracts for those services, it has temporarily suspended development work on its direct buried (uncased) inspection service.

### 2. Basis of Presentation

The unaudited interim financial statements and related notes of the Company have been prepared pursuant to the instructions to Form 10-QSB. Accordingly, certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been omitted pursuant to such instructions. The preparation of financial statements requires the Company to make estimates and judgments that affect the reported amounts of assets, liabilities, revenues, and expenses. On an on-going basis, the Company evaluates its estimates, including contract revenue recognition and impairment of long-lived assets. Actual results and outcomes may differ materially from these estimates and assumptions.

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

The financial statements and related notes should be read in conjunction with the audited financial statements and notes thereto included in the Company's annual report on Form 10-KSB for the year ended June 30, 2007. The information furnished reflects, in the opinion of management, all adjustments, consisting of only normal recurring items, necessary for fair presentation of the results of the interim periods presented. Interim results are not necessarily indicative of results for a full year.

### 3. Liquidity

The accompanying financial statements have been prepared assuming the Company will continue as a going concern. The Company incurred cumulative losses of \$14,950,901 through September 30, 2007, and had negative working capital of \$393,049 as of September 30, 2007. Additionally, the Company has expended a significant amount of cash in developing its technology and patented processes. These conditions raise substantial doubt about the Company's ability to continue as a going concern. Management recognizes that in order to meet the Company's capital requirements, and continue to operate, additional financing, including seeking industry-partner investment through joint ventures or other possible arrangements, will be necessary. The Company is evaluating alternative sources of financing to improve its cash position and is undertaking efforts to raise capital. If the Company is unable to raise additional capital or secure revenue contracts and generate positive cash flow, it is unlikely that the Company will be able to continue as a going concern. The financial statements do not include any adjustments that might result from the outcome of this uncertainty.

### 4. Summary of Significant Accounting Policies

#### Cash and cash equivalents

Cash and cash equivalents includes highly liquid investments with original maturities of three months or less. On occasion, the Company has amounts deposited with financial institutions in excess of federally insured limits.

#### Fair Value of Financial Instruments

The Company has the following financial instruments: cash, accounts payable, notes payable to stockholders, and convertible debt. The carrying value of these instruments, other than the convertible debt, approximates fair value based on their liquidity. The fair value of the convertible debt was determined as the excess of the proceeds over the fair value of the warrants.

6

#### Deferred Financing Fees

The Company records costs incurred related to debt financings as deferred financing fees and amortizes, on a straight-line basis, the costs incurred over the life of the related debt. The amortization is recognized as interest in the financial statements. Upon conversion into equity or extinguishment of the related debt, the Company recognizes any unamortized portion of the deferred financing fees as interest expense.

#### Contract Revenue Recognition

The Company recognizes revenue from service contracts using the percentage of completion method of accounting. Contract revenues earned are measured using either the percentage of contract costs incurred to date to total estimated contract costs or, when the contract is based on measurable units of completion, revenue is based on the completion of such units. This method is used because

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

management considers total cost or measurable units of completion to be the best available measure of progress on contracts. Because of the inherent uncertainties in estimating costs, it is at least reasonably possible that the estimates used may change in the near term.

Anticipated losses on contracts, if any, are charged to earnings as soon as such losses can be estimated. Changes in estimated profits on contracts are recognized during the period in which the change in estimate is known.

Cost of revenues include contract costs incurred to date as well as any idle time incurred by personnel scheduled to work on customer contracts.

The Company records claims for additional compensation on contracts upon revision of the contract to include the amount to be received for the additional work performed. Contract costs include all direct material and labor costs and those indirect costs related to contract performance, such as indirect labor, supplies, tools and repairs, and depreciation costs. Selling, general, and administrative costs are charged to expense as incurred. Service contracts generally extend no more than six months.

The Company does not currently have any revenue generating service contracts to which this contract revenue recognition policy applies.

### Research and Development

Research and development costs are expensed when incurred. During the three months ended September 30, 2007 and 2006, the Company incurred \$87,166 and \$189,489 on research and development activities.

### Equipment

Equipment is stated at cost and is depreciated using the straight-line method over estimated useful lives of three to seven years.

### Impairment of Long-Lived Assets and Long-Lived Assets to Be Disposed Of

The Company reviews long-lived assets, such as equipment and intangibles, for impairment at least annually or whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. Recoverability of assets to be held and used is measured by a comparison of the carrying amount of an asset to estimated undiscounted future cash flows expected to be generated by the asset. If the carrying amount of an asset exceeds its estimated future cash flows, an impairment charge is recognized by the amount by which the carrying amount of the asset exceeds the fair value of the asset.

### Valuation of Warrants and Options

The Company estimates the value of warrants and option grants using a Black-Scholes pricing model based on management assumptions regarding the warrant and option lives, expected volatility, and risk free interest rates.

7

### Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

### Recently Issued Accounting Standards Not Yet Adopted

In September 2006, the FASB issued Statement of Financial Accounting Standards No. 157, Fair Value Measurements ("SFAS No. 157"). SFAS No. 157 defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements but does not require any new fair value measurements. SFAS No. 157 is effective for financial statements issued for fiscal years beginning after November 15, 2007, with early adoption permitted as of January 1, 2007. The Company does not expect the application of SFAS No. 157 to have a material effect on the Statements of Operations and Balance Sheet.

In February 2007, the FASB issued FASB Statement No. 159, The Fair Value Option for Financial Assets and Financial Liabilities ("SFAS No. 159"). SFAS No. 159 permits an instrument by instrument election to account for selected financial assets and liabilities at fair value. SFAS No. 159 is effective for fiscal years beginning after November 15, 2007, with early adoption permitted as of January 1, 2007. The Company is currently evaluating the impact SFAS No. 159 will have on the Statements of Operations and Balance Sheet.

In June 2007, the Emerging Issues Task Force of the FASB issued EITF Issue No. 07-3, Accounting for Nonrefundable Advance Payments for Goods or Services to be Used in Future Research and Development Activities, ("EITF 07-3") which is effective for fiscal years beginning after December 15, 2007. EITF 07-3 requires that nonrefundable advance payments for future research and development activities be deferred and capitalized. Such amounts will be recognized as an expense as the goods are delivered or the related services are performed. The Company does not expect the adoption of EITF 07-3 to have a material impact on the financial results of the Company.

### Vendor Concentration

#### Consultant Scientist Fees

The Company relies on the expertise of two consultant scientists to facilitate the development and testing of the Company's hardware and software. These scientists are also instrumental in compiling and interpreting the data captured during the testing of the hardware and software. The loss of the specialized knowledge provided by the scientists could have an adverse effect on the ability of the Company to successfully market its hardware and software. During the three months ended September 30, 2007 and 2006, the Company incurred cash fees payable to the scientists of \$71,460 and \$86,294, which are included in research and development expense in the Company's Statements of Operations.

As partial compensation for services rendered, on July 13, 2006, the Company granted one of the scientists a stock option to purchase 100,000 shares of common stock at an exercise price of \$1.05 per share, expiring July 12, 2011. The 100,000 stock options had a fair value at the date of grant of \$89,000, which is included in research and development expenses in the Company's Statements of Operations for the three months ended September 30, 2006.

Total cash and equity compensation expense incurred for settlement of services rendered by the scientists totaled \$71,460 and \$175,294, or approximately 82% and 93%, of research and development expense for the three months ended September 30, 2007 and 2006.

As of September 30, 2007, the Company owed the consultant scientists a total of \$78,964, which is included in accounts payable at September 30, 2007.



## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

### 5. Stock Based Compensation

On January 1, 2006, the Company adopted the fair value recognition provisions of SFAS No. 123R Share-Based Payment ("SFAS 123R"). Prior to January 1, 2006, the Company accounted for stock-based awards under the recognition and measurement principles of APB Opinion No. 25, Accounting for Stock Issued to Employees ("APB 25"), and related Interpretations, as permitted by SFAS 123. In accordance with APB 25, no compensation expense was required to be recognized for stock options granted that had an exercise price equal to or greater than the fair market value of the underlying common stock on the date of grant.

The Company adopted SFAS 123R using the modified-prospective application method, which requires measurement of compensation cost for all stock-based awards at fair value on the date of grant and recognition of compensation over the requisite service period. The Company grants stock options that are either fully vested upon grant or have a four-year vesting period (defined by SFAS 123R as the requisite service period), and no performance or service conditions, other than continued employment. Stock compensation cost related to options that are fully vested upon grant is recognized immediately. Stock compensation cost related to options that have a vesting period is amortized ratably over the requisite service period.

The fair value of stock options is based on the price of a share of the Company's common stock on the date of grant. In determining fair value of stock options, the Company uses the Black-Scholes option pricing model that employs the following key weighted average assumptions:

	Three Months Ended September 30,	
	2007	2006
Risk-free interest rate	4.23%	5.04%
Volatility	80.78%	160.26%
Expected dividend yield	0%	0%
Expected life	5.0 years	5.0 years
Weighted average Black-Scholes value of options granted	\$0.78	\$0.89

The risk-free interest rate is based on the U.S. Treasury yield curve in effect at the time of grant. The Company does not anticipate declaring dividends in the foreseeable future. Volatility is based on adjusted historical data. The expected term of an option is based on the assumption that options will be exercised, on average, about five years from the date of grant. SFAS 123R also requires that the Company recognize compensation expense for only the portion of stock options that are expected to vest. Therefore, the Company applies an estimated forfeiture rate that is derived from historical employee termination data and adjusted for expected future employee turnover rates. To date, the Company has not experienced any forfeitures. If the actual number of forfeitures differs from those estimated by the Company, additional adjustments to compensation expense may be required in future periods. The Company's stock price volatility, option lives and expected forfeiture rates involve management's best estimates at the time of such determination, all of which impact the fair value of the option calculated under the Black-Scholes methodology and, ultimately, the expense that will be recognized over the life of the option.

The following table sets forth the share-based compensation cost resulting from stock options and unvested stock grants that was recorded in the Company's Statements of Operations for the three months ended September 30, 2007 and 2006:

Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

	Three Months Ended September 30,	
	2007	2006
General and administrative	\$15,000	\$ --
Research and development	2,220	89,000
Total	\$17,220	\$89,000

9

A summary of the Company's year-to-date stock option activity and related information follows:

	Options	Weighted Average Exercise Price	Weighted Average Remaining Contractual Term	Aggregat Intrinsi Value
Outstanding at June 30, 2007	3,180,000	\$ 1.14		
Grants	65,000	1.15		
Outstanding at September 30, 2007	3,245,000	\$ 1.14	6.71 years	\$ 1,378,4
Exercisable at September 30, 2007	3,195,000	\$ 1.14	6.74 years	\$ 1,355,9
Available for grant at September 30, 2007	2,670,000			

The aggregate intrinsic value of the table above represents the total pretax intrinsic value for all "in-the-money" options (i.e., the difference between the Company's closing stock price on the last trading day of its first quarter of 2008 and the exercise price, multiplied by the number of shares) that would have been received by the option holders had all option holders exercised their options on September 30, 2007. This amount changes based on the fair market value of the Company's stock.

As of September 30, 2007, the Company had approximately \$33,300 of total unrecognized compensation cost related to unvested stock options, which is expected to be recognized over a weighted average period of 3.75 years.

#### 6. Net Loss Per Share

Basic net loss per share is computed by dividing the net loss by the weighted average number of common shares outstanding during the period. Diluted net loss per share is computed by dividing the net loss by the weighted average number of common and dilutive common equivalent shares outstanding during the

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

period. As the Company had a net loss attributable to common stockholders in each of the periods presented, basic and diluted net loss per share are the same.

Excluded from the computation of diluted net loss per share for the three months ended September 30, 2007, because their effect would be antidilutive, are stock options and warrants to acquire 12,093,884 shares of common stock with a weighted-average exercise price of \$0.99 per share. Also excluded from the computation of diluted net loss per share for the three months ended September 30, 2007 are 220,000 shares of common stock that may be issued if investors exercise their conversion right under the Debentures related to the 2003 Offering as discussed in Note 8 because their effect would be antidilutive.

Excluded from the computation of diluted net loss per share for the three months ended September 30, 2006, because their effect would be antidilutive, are options and warrants to acquire 12,743,418 shares of common stock with a weighted-average exercise price of \$1.06 per share. Also excluded from the computation of diluted net loss per share for the three months ended September 30, 2006 are 350,000 shares of common stock that may be issued if investors exercise their conversion right under the Debentures related to the 2003 Offering as discussed in Note 8 because their effect would be antidilutive.

For the three months ended September 30, 2007 and 2006, additional potential dilutive securities that were excluded from the diluted net loss per share computation are the exchange rights discussed in Note 9 that could result in options to acquire up to 223,000 shares of common stock with an exercise price of \$1.00 per share at September 30, 2007 and 2006.

10

For purposes of earnings per share computations, shares of common stock that are issuable at the end of a reporting period are included as outstanding.

### 7. Related Parties

#### Notes Payable - Stockholders

In April 2002, the Company issued a non-interest bearing bridge note payable to an officer of the Company in the amount of \$7,500. The note is payable in full when the Company determines it has sufficient working capital to do so. On September 29, 2002, the officer who was owed the \$7,500 died.

In September 2002, the Company entered into two non-interest bearing bridge loans in the respective principal amounts of \$40,000 and \$10,000 (the "Stockholder Loans") payable to two stockholders of the Company. The terms of the Stockholder Loans provide for payment at such time as the Company determined it had sufficient working capital to repay the principal balances of the Stockholder Loans. The Stockholder Loans were convertible into 57,142 and 14,286 equity units, respectively, at any time prior to re-payment. Each equity unit was comprised of one share of the Company's common stock, with a detachable 5-year warrant to purchase one additional share at an exercise price of \$1.05 per share. In May 2007, the two stockholders converted their respective Stockholder Loans into a total 71,428 shares of common stock and received warrants to purchase a total of 71,428 shares of common stock at \$1.05, expiring in May 2012.

### 8. Convertible Debt

On June 19, 2003, the Board of Directors approved the offering (the "2003 Offering") of \$1,000,000 in convertible debentures (the "Debentures"). The

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

Debentures are convertible into that number of shares of the Company's common stock equal to the amount of the converted indebtedness divided by \$0.50 per share. The Debentures bear interest at a rate of 5% per annum, payable quarterly. Delinquent interest payments bear interest at a rate of 12% per annum. The Company is required to redeem each Debenture on the 5th anniversary of the date of the Debenture. The Company may, in its discretion, redeem any Debenture at any time prior to the mandatory redemption date of the Debenture by providing no less than 60 days' prior written notice to the holder of the Debenture. Certain events of default will result in the Debentures being redeemable by the Company upon demand of the holder.

Upon the purchase of, and for each \$0.50 of the Debenture's principal amount, the Company issued to each investor a warrant (the "Warrant") to purchase one (1) share of the Company's common stock at an exercise price of \$0.75 per share. The Warrants are exercisable at any time prior to the 5th anniversary date of the redemption of the Debenture.

Warrants issued in connection with the 2003 Offering were recorded based on their relative fair value as compared to the fair value of the debt at issuance. The relative fair value of the warrants was recorded as paid-in capital. The intrinsic value of the Debentures results in a beneficial conversion feature, recorded as a discount against the Debentures, which reduces the book value of the convertible debt to not less than zero. The Company amortizes the discount using the effective interest method over the five-year life of the Debentures.

During the quarter ended March 31, 2005, the Board of Directors terminated the 2003 Offering. As of the closing date of the 2003 Offering, the Company had raised \$503,000 from the 2003 Offering.

During the three months ended September 30, 2007, one investor exercised their conversion right and converted their Debenture in the principal amount of \$15,000, pursuant to the terms of the 2003 Offering. Accordingly, the carrying value of the convertible debt was reclassified as equity upon conversion. Since the convertible debt instruments include a beneficial conversion feature, the remaining unamortized discount of \$14,802 at the conversion date was recognized as interest expense during the three months ended September 30, 2007.

As of September 30, 2007, accrued interest on the Debentures was \$1,495. The Company recorded interest expense related to the accretion of the discount on the Debentures and amortization of the convertible debt discount as a result of the conversion discussed above of \$15,300 for the three months ended September 30, 2007. The Company recorded interest expense related to the accretion of the discount on the Debentures of \$124 for the three months ended September 30, 2006. As of September 30, 2007 the carrying value of the long-term portion of the Debentures was \$1,299, net of unamortized debt discount of \$43,701.

11

### 9. Deferred Wages and Accrued Professional Fees

To reduce cash outflows, certain of the Company's employees, officers, consultants, and directors have agreed to defer a portion of their salaries and professional fees until the Company has sufficient resources to pay the amounts owed or to exchange such amounts into options as described below. At September 30, 2007, the Company has accrued \$989,882 related to the deferred payment of salaries and professional fees of which \$743,232 is included under deferred wages and \$246,650 in accrued professional fees. On March 18, 2002, the Board approved a conversion right on all deferred wages and accrued professional fees deferred as of March 18, 2002 (the "Conversion Right"). Pursuant to the Conversion Right, employees, officers, consultants, and directors may elect to

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

convert \$1.00 of fees owed to them as of March 18, 2002 for an option to purchase two shares of the Company's common stock, at an exercise price of \$1.00 per share for a term of five years. Of the total \$989,882 deferred salaries and professional fees, the amount subject to the Conversion Right is \$111,500, resulting in the potential issuance of 223,000 options under the terms mentioned above. No conversions have occurred to date. At March 18, 2002, there was no intrinsic value associated with these exchange rights. As such, no additional compensation cost was recorded.

### 10. Common Stock

On June 21, 2007, the Company entered into a private placement offering (the "2007 Offering") of 1,300,000 shares of common stock at \$0.90 per share to accredited investors for a total offering price of \$1,170,000. On October 4, 2007, the Board approved an increase in the offering to 2,000,000 shares of common stock and extended the expiration date of the offering to November 30, 2007.

During the three months ended September 30, 2007, the Company raised \$978,300 under the terms of the 2007 Offering. Accordingly, the Company issued 1,086,998 shares of common stock.

The Company engaged a brokerage firm to help in the fund raising efforts of the 2007 Offering. Pursuant to the terms of the agreement with the brokerage firm, the Company will pay the brokerage firm a ten percent cash commission on all funds that the brokerage firm helps raise. Accordingly, during the three months ended September 30, 2007, the Company incurred cash fees payable to the brokerage firm of \$97,830. As of September 30, 2007, the Company owed the brokerage firm a total of \$22,500, which is included in accrued professional fees at September 30, 2007.

During the three months ended September 30, 2007, one investor exercised their conversion right and converted their Debenture in the principal amount of \$15,000, pursuant to the terms of the 2003 Offering. Accordingly, the Company issued 30,000 shares of common stock in accordance with the terms of the 2003 Offering.

### 11. Stock Options and Warrants

#### Stock Options

#### Stock Option Grants

On August 20, 2007, the Board elected Robert C. Geib as the Company's Chief Operating Officer, effective September 4, 2007. Mr. Geib's annual base salary was set by the Board at \$115,000. In addition, the Board agreed to grant Mr. Geib on September 4, 2007 an option to purchase 50,000 shares of the Company's common stock, under the Company's 1999 Stock Plan, and on March 4, 2008 to grant him an additional option to purchase 50,000 shares of common stock. The exercise price of each grant shall be equal to the closing price of the common stock on the date of grant, or, if the Company's stock is not traded on the date of grant, the first day of active trading following each respective grant date. Each of the two option grants will vest 25% on the first anniversary of the grant dates, with the remainder vesting at 25% on each of the three subsequent

anniversaries of the grant dates until the options are fully vested. The fair value of the option grant was \$35,500 at the time of grant. The fair value was estimated using the Black-Scholes option pricing model with the following weighted average assumptions: expected volatility of 81%, risk-free interest

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

rate of 4.26%, expected life of five years, and a 0% dividend yield. The Company recognized amortization expense of \$2,220, during the three months ended September 30, 2007, as research and development expense related to this stock option grant.

On August 21, 2007, the Board nominated Richard L. Palmer to fill the vacancy on the Board created as a result of the death of Mr. William Krivsky in December 2006. The election of Mr. Palmer by the Stockholders has been included in the Company's Proxy Statement for the 2007 Annual Meeting of Stockholders under the caption "Proposal One: Election of Directors," which was filed with the Commission on October 12, 2007. On September 12, 2007, the Board granted Mr. Palmer an option to purchase 15,000 shares of the Company's common stock, under the Company's 1999 Stock Plan. The exercise price of the stock option is \$1.50, the closing price of the common stock on the date of grant. The stock option is fully vested upon grant and expires on September 11, 2017. In addition, if Mr. Palmer is elected to the Board by the Stockholders, he will receive \$1,000 per month as a compensation for his services as a Board member. The Company recognized \$15,000, at the time of grant, as board fee expense for the fair value of the option grant. The fair value of the option grant was estimated using the Black-Scholes option pricing model with the following weighted average assumptions: expected volatility of 80%, risk-free interest rate of 4.11%, expected life of five years, and a 0% dividend yield.

On July 13, 2006, the Board approved an option grant to a consultant to purchase 100,000 shares of the Company's common stock at an exercise price of \$1.05 per share. The option was granted in consideration for work the consultant is performing for the Company and was not granted pursuant to the 1999 Stock Option Plan. The option was fully vested upon grant and is exercisable until July 13, 2011. The Company recognized \$89,000, at the time of grant, as research and development expense for the fair value of the option grant. The fair value of the option grant was estimated using the Black-Scholes option pricing model with the following weighted average assumptions: expected volatility of 160%, risk-free interest rate of 5.04%, expected life of five years, and a 0% dividend yield.

### Warrants

#### Warrant Exercise

On July 23, 2007, a stockholder exercised a warrant to purchase 60,000 shares of common stock at \$0.75 per share. Total proceeds received by the Company were \$45,000.

### 12. Subsequent Events

On October 4, 2007, the Board approved an increase in the offering to 2,000,000 shares of common stock and extended the expiration date of the offering to November 30, 2007. Subsequent to September 30, 2007, the Company has raised \$89,700 under the terms of the 2007 Offering. Accordingly, the Company issued 99,667 shares of common stock.

### Item 2. Management's Discussion and Analysis or Plan of Operation.

#### Plan of Operation

In recent years, the Company has focused on the buried pipe market in the United States. Through its operations, it has identified key changes to its EMW Inspection Process and has redesigned and improved the equipment hardware. It has also performed lab and field testing of this new hardware and has developed computer models to better predict and interpret field conditions.

On March 27, 2007, the Company was issued a patent by the United States

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

Patent and Trademark Office. This patent provides significant patent protection for the improvements made to the Company's EMW technology over the last three

13

years. These improvements have now been incorporated into new hardware and software that will be deployed to the field. To date, two field-ready test sets are being built to utilize the latest improvements.

In order to obtain additional revenue generating contracts, the Company intends to emphasize the unique capabilities of its cased and insulated pipeline testing method, the flexibility of the method's application, and its cost effectiveness as compared to other methods. In fiscal year 2008, the Company intends to continue its marketing efforts in the refining, pipeline and utility insulated and cased pipe inspection markets in the lower-48 states. With respect to the pipeline and utility market segments, efforts will be particularly focused on "high consequence areas" as that term is defined in the federal Department of Transportation's regulations. However, there can be no assurance that the Company will be successful in concentrating its marketing efforts for the EMW technology on these market segments. Failure to obtain revenue generating contracts could have a serious and material effect on the business and financial condition of the Company.

The Company has temporarily postponed further development work on its direct buried (uncased) pipe inspection equipment, so that, in the short term, its efforts can be focused on obtaining contracts for the inspection of cased and insulated pipes.

While the Company has, in the past, inspected only for external corrosion, it has recently filed a patent application covering the adaptation of its technology for internal pipe inspections. However, significant design, fabrication and testing must be done before the Company will be able to offer internal pipe inspection services.

Capital will be expended to support operations until the Company can generate sufficient cash flows from operations. In order for the Company to generate cash flows from operations, the Company must obtain revenue generating contracts. Management is currently directing the Company's activities towards obtaining service contracts, which, if obtained, will necessitate the Company attracting, hiring, training and outfitting qualified technicians. If service contracts are obtained, it will also necessitate additional field test equipment purchases in order to provide the services. The Company expects that if revenue contracts are secured, working capital requirements will increase. The Company will incur additional expenses as it hires and trains field crews and support personnel related to the successful receipt of commercial contracts. Additionally, the Company anticipates that cash will be used to meet capital expenditure requirements necessary to develop infrastructure to support future growth.

The Company has expended a significant amount of cash in developing its technology and patented processes. These conditions raise substantial doubt about the Company's ability to continue as a going concern. The Company has raised \$1,068,000 under its current effect private placement memorandum (see Note 10, "Common Stock"). However, management recognizes that in order to meet the Company's capital requirements and continue to operate, it may require additional financing, perhaps through industry-partner investment or through joint ventures or other possible arrangements within the next twelve months. The Company is evaluating alternative sources of financing to improve its cash position. If the Company is unable to raise additional capital or secure revenue contracts and generate positive cash flow, it is unlikely that the Company will be able to continue as a going concern.

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

### Off Balance Sheet Arrangements

The Company has no off-balance sheet arrangements.

### FORWARD-LOOKING STATEMENTS

This Quarterly Report on Form 10-QSB contains "forward-looking statements." These forward-looking statements can generally be identified as such because the context of the statement will include words such as the Company "believes," "anticipates," "expects" or words of similar import. Similarly, statements that describe the Company's projected future results, future plans, objectives or goals or future conditions or events are also forward looking statements. Actual results are inherently difficult to predict. Any such forward-looking statements are subject to the risks and uncertainties that could cause actual results of

14

operations, financial condition, acquisitions, financing transactions, operations, expenditures, expansion and other events to differ materially from those expressed or implied in such forward-looking statements. Any such forward-looking statements would be subject to a number of assumptions regarding, among other things, future economic, competitive and market conditions generally. Such assumptions would be based on facts and conditions as they exist at the time such statements are made as well as predictions as to future facts and conditions, the accurate prediction of which may be difficult and involve the assessment of events beyond the Company's control.

The forward-looking statements contained in this report are based on current expectations that involve a number of risks and uncertainties. Such forward-looking statements are based on assumptions that the Company will obtain or have access to adequate financing to continue its operations, that the Company will market and provide products and services on a timely basis, that there will be no material adverse competitive or technological change with respect to the Company's business, demand for the Company's products and services will significantly increase, that the Company will be able to secure additional fee-for-services or licensing contracts, that the Company's executive officers will remain employed as such by the Company, that the Company's forecast accurately anticipate market demand, and that there will be no material adverse change in the Company's operations, business or governmental regulation affecting the Company or its customers. The foregoing assumptions are based on judgments with respect to, among other things, future economic, competitive and market conditions and future business decisions, all of which are difficult or impossible to predict accurately and many of which are beyond the Company's control. Although the Company believes the expectations reflected in the forward-looking statements are reasonable, the Company cannot guarantee future results, levels of activity, performance or achievements.

Item 3. Controls and Procedures.

#### Evaluation of Disclosure Controls and Procedures

##### (a) Evaluation of Disclosure Controls and Procedures

The term "disclosure controls and procedures" is defined in Rules 13a-15(e) and 15d-15(e) of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). This term refers to the controls and procedures of a company that are designed to ensure that information required to be disclosed by a company in the reports that it files under the Exchange Act is recorded, processed, summarized, and reported within the required time periods. The Company's Chief Executive Officer and Chief Financial Officer



## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

has evaluated the effectiveness of the Company's disclosure controls and procedures as of the end of the period covered by this report. He has concluded that, as of that date, the Company's disclosure controls and procedures were effective at ensuring that required information will be disclosed on a timely basis in the Company's reports filed under the Exchange Act.

### (b) Changes in Internal Control over Financial Reporting

No change in the Company's internal control over financial reporting (as defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) occurred during the period covered by this report that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

## PART II -- OTHER INFORMATION

### Item 1. Legal Proceedings.

The Company is not aware of any legal proceedings contemplated by any governmental authority or any other party involving the Company or its properties. As of the date of this report, no director, officer or affiliate is a party adverse to the Company in any legal proceeding or has an adverse interest to the Company in any legal proceedings. The Company is not aware of any other legal proceedings pending or that have been threatened against the Company or its properties.

### Item 2. Unregistered Sales of Equity Securities and Use of Proceeds.

#### Common Stock

15

On June 21, 2007, the Company entered into a private placement offering (the "2007 Offering") of 1,300,000 shares of common stock at \$0.90 per share to accredited investors for a total offering price of \$1,170,000.

During the three months ended September 30, 2007, the Company raised \$978,300 under the terms of the 2007 Offering. Accordingly, the Company issued 1,086,998 shares of common stock. The issuance of the common stock is exempt from registration pursuant to Section 4(2) of the Securities Act and the stock certificates contained an appropriate legend stating that such securities have not been registered under the Securities Act and may not be offered or sold absent registration or an exemption therefrom.

#### Convertible Debentures and Warrants

On June 19, 2003, the Board of Directors approved the offering (the "2003 Offering") of \$1,000,000 in convertible debentures (the "Debentures"). The Debentures are convertible into that number of shares of the Company's common stock equal to the amount of the converted indebtedness divided by \$0.50 per share. The Debentures bear interest at a rate of 5% per annum, payable quarterly. Delinquent interest payments bear interest at a rate of 12% per annum. The Company is required to redeem each Debenture on the 5th anniversary of the date of the Debenture. The Company may, in its discretion, redeem any Debenture at any time prior to the mandatory redemption date of the Debenture by providing no less than 60 days' prior written notice to the holder of the Debenture. Certain events of default will result in the Debentures being redeemable by the Company upon demand of the holder.

Upon the purchase of, and for each \$0.50 of the Debenture's principal

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

amount, the Company issued to each investor a warrant (the "Warrant") to purchase one (1) share of the Company's common stock at an exercise price of \$0.75 per share. The Warrants are exercisable at any time prior to the 5th anniversary date of the redemption of the Debenture.

The 2003 Offering was exempt from the registration under Section 4(2) of the Securities Act of 1933, as amended (the "Securities Act"), and Rule 506 of Regulation D, promulgated by the SEC. In the 2003 Offering, no general solicitation was made by the Company or any person acting on behalf of the Company, the Debentures and Warrants were sold subject to transfer restrictions, and the certificates for the Debentures and Warrants contained an appropriate legend stating that such securities have not been registered under the Securities Act and may not be offered or sold absent registration or an exemption therefrom.

During the three months ended September 30, 2007, one investor exercised their conversion right and converted their Debenture in the principal amount of \$15,000, pursuant to the terms of the 2003 Offering. Accordingly, the Company issued 30,000 shares of common stock in accordance with the terms of the 2003 Offering.

### Stock Options

#### Stock Option Grants

On August 20, 2007, the Board elected Robert C. Geib as the Company's Chief Operating Officer, effective September 4, 2007. Mr. Geib's annual base salary was set by the Board at \$115,000. In addition, the Board agreed to grant Mr. Geib on September 4, 2007 an option to purchase 50,000 shares of the Company's common stock, under the Company's 1999 Stock Plan, and on March 4, 2008 to grant him an additional option to purchase 50,000 shares of common stock. The exercise price of each grant shall be equal to the closing price of the common stock on the date of grant, or, if the Company's stock is not traded on the date of grant, the first day of active trading following each respective grant date. Each of the two option grants will vest 25% on the first anniversary of the grant dates, with the remainder vesting at 25% on each of the three subsequent anniversaries of the grant dates until the options are fully vested. These securities were issued in reliance on exemptions from registration provided by Section 4(2) of the Securities Act.

On August 21, 2007, the Board nominated Richard L. Palmer to fill the vacancy on the Board created as a result of the death of Mr. William Krivsky in December 2006. The election of Mr. Palmer by the Stockholders has been included in the Company's Proxy Statement for the 2007 Annual Meeting of Stockholders under the caption "Proposal One: Election of Directors," which was filed with

16

the Commission on October 12, 2007. On September 12, 2007, the Board granted Mr. Palmer an option to purchase 15,000 shares of the Company's common stock, under the Company's 1999 Stock Plan. The exercise price of the stock option is \$1.50, the closing price of the common stock on the date of grant. The stock option is fully vested upon grant and expires on September 11, 2017. In addition, if Mr. Palmer is elected to the Board by the Stockholders, he will receive \$1,000 per month as a compensation for his services as a Board member. These securities were issued in reliance on exemptions from registration provided by Section 4(2) of the Securities Act.

On July 13, 2006, the Board approved an option grant to a consultant to purchase 100,000 shares of the Company's common stock at an exercise price of \$1.05 per share. The option was granted in consideration for work performed for

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

the Company and was not granted pursuant to the 1999 Stock Option Plan. The option was fully vested upon grant and is exercisable until July 13, 2011. These securities were issued in reliance on exemptions from registration provided by Section 4(2) of the Securities Act.

### Warrants

#### Warrant Exercise

On July 23, 2007, a stockholder exercised a warrant to purchase 60,000 shares of common stock at \$0.75 per share. The issuance of the common stock is exempt from registration pursuant to Section 4(2) of the Securities Act and the stock certificate contained an appropriate legend stating that such securities have not been registered under the Securities Act and may not be offered or sold absent registration or an exemption therefrom.

#### Item 3. Defaults Upon Senior Securities.

None.

#### Item 4. Submission of Matters to a Vote of Stockholders.

None.

#### Item 5. Other Information.

None.

#### Item 6. Exhibits.

The following exhibits are filed with or incorporated by reference into this report:

Exhibit No. -----	Description of Exhibit -----
Exhibit 3.1	Articles of Incorporation (incorporated by reference to Exhibit 3.1 to the Company's Registration Statement on Form SB-2 filed with the Commission on May 10, 1996).
Exhibit 3.2	Bylaws of the Company (incorporated by reference to Exhibit 3.3 to the Company's Registration Statement on Form SB-2 filed with the Commission on May 10, 1996).
Exhibit 3.3	Amendment to Certificate of Incorporation (incorporated by reference to Exhibit A to the Company's Definitive Proxy Statement filed with the Commission on October 28, 2002).
Exhibit 3.4	Amendment to Certificate of Incorporation (incorporated by reference to Appendix A to the Company's Preliminary Proxy Statement filed with the Commission on September 13, 2006).

17

Exhibit 10.1	Loan Agreement dated March 6, 2003, by and between the Company and Murphy Evans (incorporated by reference to Exhibit 4.1 to the Company's Quarterly Report on Form 10-QSB filed with the Commission on May 15, 2002).
Exhibit 10.2	Loan Amendment and Promissory Note dated March 6, 2003, by and between the Company and Murphy Evans (incorporated by

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

- reference to Exhibit 10.1 to the Company's Quarterly Report on Form 10-QSB filed with the Commission on May 20, 2003).
- Exhibit 10.3 Lease Extension dated February 26, 2003 by and between the Company and Fatum LLC (incorporated by reference to Exhibit 10.5 to the Company's Annual Report on Form 10-KSB filed with the Commission on October 12, 2004).
- Exhibit 10.4 Royalty Agreement (incorporated by reference to Exhibit 10.1 to the Company's Registration Statement on Form SB-2 filed with the Commission on May 10, 1996).
- Exhibit 10.5 Assignment of Patent Rights (incorporated by reference to Exhibit 10.2 to the Company's Registration Statement on Form SB-2 filed with the Commission on May 10, 1996).
- Exhibit 10.6 1999 Stock Option Plan (incorporated by reference to Exhibit 10.9 to the Company's Annual Report on Form 10-KSB filed with the Commission on October 12, 2004).
- Exhibit 10.7 First Amendment to the 1999 Stock Option Plan (incorporated by reference to Appendix B to the Company's Preliminary Proxy Statement filed with the Commission on September 13, 2006).
- Exhibit 10.8 Lease dated March 1, 2007 by and between the Company and Long Island Property Management LP. (incorporated by reference to Exhibit 10.8 to the Company's Quarterly Report on Form 10-QSB filed with the Commission on May 9, 2007).
- Exhibit 10.9 Consulting Agreement dated April 11, 2007, by and between the Company and R.F. Lafferty. (incorporated by reference to Exhibit 10.9 to the Company's Quarterly Report on Form 10-QSB filed with the Commission on May 9, 2007).
- Exhibit 31.1 Rule 13a-14(a)/15d-14(a) Certification of Henry E. Gemino, as Chief Executive Officer and Chief Financial Officer of the Company. \*
- Exhibit 32.1 Certification under Section 906 of the Sarbanes-Oxley Act of 2002 by Henry E. Gemino, as Chief Executive Officer and Chief Financial Officer of the Company. \*

-----  
\*Filed herewith.

18

### SIGNATURES

In accordance with the requirements of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

PROFILE TECHNOLOGIES, INC.

# Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

-----  
(Registrant)

Date: November 9, 2007

/s/ Henry E. Gemino

-----  
Henry E. Gemino  
Chief Executive Officer and  
Chief Financial Officer

19

## EXHIBIT INDEX

Exhibit No. -----	Description of Exhibit -----
Exhibit 3.1	Articles of Incorporation (incorporated by reference to Exhibit 3.1 to the Company's Registration Statement on Form SB-2 filed with the Commission on May 10, 1996).
Exhibit 3.2	Bylaws of the Company (incorporated by reference to Exhibit 3.3 to the Company's Registration Statement on Form SB-2 filed with the Commission on May 10, 1996).
Exhibit 3.3	Amendment to Certificate of Incorporation (incorporated by reference to Exhibit A to the Company's Definitive Proxy Statement filed with the Commission on October 28, 2002).
Exhibit 3.4	Amendment to Certificate of Incorporation (incorporated by reference to Appendix A to the Company's Preliminary Proxy Statement filed with the Commission on September 13, 2006).
Exhibit 10.1	Loan Agreement dated March 6, 2003, by and between the Company and Murphy Evans (incorporated by reference to Exhibit 4.1 to the Company's Quarterly Report on Form 10-QSB filed with the Commission on May 15, 2002).
Exhibit 10.2	Loan Amendment and Promissory Note dated March 6, 2003, by and between the Company and Murphy Evans (incorporated by reference to Exhibit 10.1 to the Company's Quarterly Report on Form 10-QSB filed with the Commission on May 20, 2003).
Exhibit 10.3	Lease Extension dated February 26, 2003 by and between the Company and Fatum LLC (incorporated by reference to Exhibit 10.5 to the Company's Annual Report on Form 10-KSB filed with the Commission on October 12, 2004).
Exhibit 10.4	Royalty Agreement (incorporated by reference to Exhibit 10.1 to the Company's Registration Statement on Form SB-2 filed with the Commission on May 10, 1996).
Exhibit 10.5	Assignment of Patent Rights (incorporated by reference to

## Edgar Filing: PROFILE TECHNOLOGIES INC - Form 10QSB

- Exhibit 10.2 to the Company's Registration Statement on Form SB-2 filed with the Commission on May 10, 1996).
- Exhibit 10.6 1999 Stock Option Plan (incorporated by reference to Exhibit 10.9 to the Company's Annual Report on Form 10-KSB filed with the Commission on October 12, 2004).
- Exhibit 10.7 First Amendment to the 1999 Stock Option Plan (incorporated by reference to Appendix B to the Company's Preliminary Proxy Statement filed with the Commission on September 13, 2006).
- Exhibit 10.8 Lease dated March 1, 2007 by and between the Company and Long Island Property Management LP. (incorporated by reference to Exhibit 10.8 to the Company's Quarterly Report on Form 10-QSB filed with the Commission on May 9, 2007).
- Exhibit 10.9 Consulting Agreement dated April 11, 2007, by and between the Company and R.F. Lafferty. (incorporated by reference to Exhibit 10.9 to the Company's Quarterly Report on Form 10-QSB filed with the Commission on May 9, 2007).
- Exhibit 31.1 Rule 13a-14(a)/15d-14(a) Certification of Henry E. Gemino, as Chief Executive Officer and Chief Financial Officer of the Company. \*
- Exhibit 32.1 Certification under Section 906 of the Sarbanes-Oxley Act of 2002 by Henry E. Gemino, as Chief Executive Officer and Chief Financial Officer of the Company. \*

-----  
\*Filed herewith.