

NF Energy Saving Corp  
Form 10-Q  
May 13, 2013

**UNITED STATES**

**SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

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**FORM 10-Q**

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**<sup>x</sup>Quarterly Report Pursuant to Section 13 Or 15(d) of the Securities Exchange Act of 1934 for the Quarterly  
Period Ended March 31, 2013**

**..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: 000-50155**

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**NF Energy Saving Corporation**

(Exact name of registrant as specified in its charter)

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**Delaware                      02-0563302  
(State or Other Jurisdiction of    (I.R.S. Employer  
incorporation or organization) Identification No.)**

**Room 3106 Block C, 390 Qingnian Avenue, Heping District**

**Shenyang, P. R. China 110002**

**(Address of Principal Executive Offices)**

**(8624) 8563-1159**

**(Registrant's Telephone Number, including area code)**

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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

☒ Yes      ☐ No

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

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company.

Large accelerated filer    ☐ Accelerated filer    ☐  
Non-accelerated filer    ☐ Smaller reporting company    ☒

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act)

☐ Yes      ☒ No

As of April 5, 2013, the registrant had 5,459,147 shares of common stock, \$0.001 par value, issued and outstanding.

**CAUTIONARY STATEMENT REGARDING FORWARD LOOKING INFORMATION**

The discussion contained in this 10-Q under the Securities Exchange Act of 1934, as amended, contains forward-looking statements that involve risks and uncertainties. The issuer's actual results could differ significantly from those discussed herein. These include statements about our expectations, beliefs, intentions or strategies for the future, which we indicate by words or phrases such as "anticipate," "expect," "intend," "plan," "will," "we believe," "the Company believes," "management believes" and similar language, including those set forth in the discussions under "Notes to Financial Statements" and "Management's Discussion and Analysis of Financial Condition and Results of Operations " as well as those discussed elsewhere in this Form 10-Q. We base our forward-looking statements on information currently available to us, and we assume no obligation to update them. Statements contained in this Form 10-Q that are not historical facts are forward-looking statements that are subject to the "safe harbor" created by the Private Securities Litigation Reform Act of 1995.

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**NF ENERGY SAVING CORPORATION**

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**(UNAUDITED)**

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**NF ENERGY SAVING CORPORATION****CONDENSED CONSOLIDATED BALANCE SHEETS****AS OF MARCH 31, 2013 AND DECEMBER 31, 2012****(Currency expressed in United States Dollars ("US\$"), except for number of shares)**

	March 31, 2013 (Unaudited)	December 31, 2012 (Audited)
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 1,323,575	\$ 3,071,367
Restricted cash	795,976	791,628
Accounts receivable, net	7,413,787	6,657,380
Retention receivable, current	882,827	883,421
Inventories	1,840,404	1,205,560
Prepayments and other receivables	968,363	1,083,726
Total current assets	13,224,932	13,693,082
Non-current assets:		
Deposits on property purchase	2,228,732	2,216,558
Construction in progress	13,503,348	13,263,866
Land use rights, net	3,071,457	3,071,015
Plant and equipment, net	10,326,753	10,587,181
<b>TOTAL ASSETS</b>	<b>\$ 42,355,222</b>	<b>\$ 42,831,702</b>
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
Current liabilities:		
Accounts payable, trade	\$ 1,832,248	\$ 1,380,213
Short-term bank borrowings	5,106,979	6,016,370
Note payable, related party	3,087,812	3,079,139
Amount due to a related party	431,682	431,682
Convertible promissory notes, net	-	960,000
Other payables and accrued liabilities	887,329	1,150,948
Total current liabilities	11,346,050	13,018,352
<b>TOTAL LIABILITIES</b>	<b>11,346,050</b>	<b>13,018,352</b>
Commitments and contingencies		
Stockholders' equity:		

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Common stock, \$0.001 par value; 50,000,000 shares authorized; 5,459,147 and 5,326,501 shares issued and outstanding as of March 31, 2013 and December 31, 2012, respectively	5,459	5,326
Additional paid-in capital	9,467,911	8,463,291
Statutory reserve	2,212,951	2,212,951
Accumulated other comprehensive income	3,800,423	3,619,119
Retained earnings	15,522,428	15,512,663
Total stockholders' equity	31,009,172	29,813,350
TOTAL LIABILITIES AND STOCKHOLDERS' EQUITY	\$ 42,355,222	\$ 42,831,702

See accompanying notes to condensed consolidated financial statements.

**NF ENERGY SAVING CORPORATION**

**CONDENSED CONSOLIDATED STATEMENTS OF**

**OPERATIONS AND COMPREHENSIVE INCOME**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012**

**(Currency expressed in United States Dollars ("US\$"), except for number of shares)**

**(Unaudited)**

	Three months ended March 31,	
	2013	2012
REVENUE, NET:		
Product	\$ 881,963	\$ 639,762
Services	416,650	558,609
Total operating revenues, net	1,298,613	1,198,371
COST OF REVENUES:		
Cost of products	637,123	495,331
Cost of services	250,515	282,509
Total cost of revenues	887,638	777,840
GROSS PROFIT	410,975	420,531
OPERATING EXPENSES:		
Sales and marketing	31,576	23,438
General and administrative	281,510	252,414
Total operating expenses	313,086	275,852
INCOME FROM OPERATIONS	97,889	144,679
Other (expense) income:		
Other income	30,258	-
Interest income	1,980	290
Interest expense	(101,256 )	(132,314 )
Total other expense	(69,018 )	(132,024 )
INCOME BEFORE INCOME TAXES	28,871	12,655
Income tax expense	(19,106 )	(12,544 )
NET INCOME	\$ 9,765	\$ 111



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Other comprehensive income:

– Foreign currency translation gain	181,304	142,956
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COMPREHENSIVE INCOME	\$ 191,069	\$ 143,067
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Net income per share:

– Basic	\$ 0.00	\$ 0.00
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– Diluted	\$ 0.00	\$ 0.00
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Weighted average common shares outstanding:

– Basic	5,378,665	5,326,501
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– Diluted	5,378,665	5,454,501
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See accompanying notes to condensed consolidated financial statements.

**NF ENERGY SAVING CORPORATION****CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS****FOR THE THREE MONTHS ENDED MARCH 31, 2013 AND 2012****(Currency expressed in United States Dollars ("US\$"))****(Unaudited)**

	Three months ended March 31,	
	2013	2012
Cash flows from operating activities:		
Net income	\$ 9,765	\$ 111
Adjustments to reconcile net income to net cash (used in) provided by operating activities		
Depreciation and amortization	201,977	169,798
Imputed interest expenses, non-cash	9,917	-
Gain on disposal of plant and equipment	(26,290 )	-
Change in operating assets and liabilities:		
Accounts and retention receivable	(713,917 )	2,406,726
Inventories	(627,801 )	(272,576 )
Prepayments and other receivables	101,998	29,386
Accounts payable	1,093,236	(553,777 )
Income tax payable	19,106	(93,251 )
Other payables and accrued liabilities	(180,748 )	43,996
Net cash (used in) provided by operating activities	(112,757 )	1,730,413
Cash flows from investing activities:		
Proceeds from disposal of plant and equipment	159,088	-
Payments on construction in progress	(218,960 )	(6,073 )
Net cash used in investing activities	(59,872 )	(6,073 )
Cash flows from financing activities:		
Increase in restricted cash	-	(255,691 )
Payments on finance lease	-	(34,462 )
Proceeds from short-term bank borrowings	-	2,159,769
Repayment on short-term bank borrowings	(1,590,882 )	(1,582,248 )
Net (used in) cash provided by financing activities	(1,590,882 )	287,368
Effect on exchange rate change on cash and cash equivalents	15,719	11,343
NET CHANGE IN CASH AND CASH EQUIVALENTS	(1,747,792 )	2,023,051

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BEGINNING OF PERIOD	3,071,367	2,317,456
END OF PERIOD	\$ 1,323,575	\$ 4,340,507
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION:		
Cash paid for income taxes	\$ 87	\$ 105,514
Cash paid for interest	\$ 91,339	\$ 122,965
SUPPLEMENTAL DISCLOSURE OF NON-CASH INVESTING AND FINANCING ACTIVITIES:		
Settlement of accounts payable in lieu of bank demand notes	\$ 649,080	\$ 255,691
Conversion of convertible promissory notes and interest	\$ 994,836	\$ -

See accompanying notes to condensed consolidated financial statements.

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**NF ENERGY SAVING CORPORATION****CONDENSED CONSOLIDATED STATEMENT OF STOCKHOLDERS' EQUITY****FOR THE THREE MONTHS ENDED MARCH 31, 2013****(Currency expressed in United States Dollars ("US\$"), except for number of shares)****(Unaudited)**

	Common stock No. of shares	Amount	Additional paid-in capital	Statutory reserve	Accumulated other comprehensive income	Retained earnings	Total stockholders' equity
Balance as of January 1, 2013	5,326,501	\$ 5,326	\$ 8,463,291	\$ 2,212,951	\$ 3,619,119	\$ 15,512,663	\$ 29,813,350
Imputed interest for note payable, related party	-	-	9,917	-	-	-	9,917
Conversion of convertible promissory notes and interest	132,646	133	994,703	-	-	-	994,836
Foreign currency translation adjustment	-	-	-	-	181,304	-	181,304
Net income for the period	-	-	-	-	-	9,765	9,765
Balance as of March 31, 2013	5,459,147	\$ 5,459	\$ 9,467,911	\$ 2,212,951	\$ 3,800,423	\$ 15,522,428	\$ 31,009,172

See accompanying notes to condensed consolidated financial statements.

**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013**

**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

**NOTE 1 BASIS OF PRESENTATION**

The accompanying unaudited condensed consolidated financial statements have been prepared by management in accordance with both accounting principles generally accepted in the United States (“GAAP”), and the instructions to Form 10-Q and Rule 10-01 of Regulation S-X. Certain information and note disclosures normally included in audited financial statements prepared in accordance with generally accepted accounting principles have been condensed or omitted pursuant to those rules and regulations, although the Company believes that the disclosures made are adequate to make the information not misleading.

In the opinion of management, the consolidated balance sheet as of December 31, 2012 which has been derived from audited financial statements and these unaudited condensed consolidated financial statements reflect all normal and recurring adjustments considered necessary to state fairly the results for the periods presented. The results for the period ended March 31, 2013 are not necessarily indicative of the results to be expected for the entire fiscal year ending December 31, 2013 or for any future period.

These unaudited condensed consolidated financial statements and notes thereto should be read in conjunction with the Management’s Discussion and the audited financial statements and notes thereto included in the Annual Report on Form 10-K for the year ended December 31, 2012.

**NOTE 2 ORGANIZATION AND BUSINESS BACKGROUND**

NF Energy Saving Corporation (the “Company” or “NFEC”) was incorporated in the State of Delaware in the name of Galli Process, Inc. on October 31, 2000. On February 7, 2002, the Company changed its name to “Global Broadcast Group, Inc.” On November 12, 2004, the Company changed its name to “Diagnostic Corporation of America.” On March 15, 2007, the Company changed its name to “NF Energy Saving Corporation of America.” On August 24, 2009, the Company further changed its name to “NF Energy Saving Corporation.”

The Company, through its subsidiaries, mainly engages in the production of heavy industrial components and products such as valves and the provision of technical service and re-engineering projects in the energy saving related industry in the People's Republic of China (the "PRC"). All the customers are located in the PRC.

Description of subsidiaries

Name	Place of incorporation and kind of legal entity	Principal activities and place of operation	Particulars of issued/ registered share capital	Effective interest held
Liaoning Nengfa Weiye Energy Technology Co. Ltd ("Nengfa Energy")	The PRC, a limited liability company	Manufacturing large diameter energy efficient intelligent flow control systems for thermal and nuclear power generation plants, major national and regional water supply projects and municipal water, gas and heat supply pipeline networks.	US\$3,580,880	100%
Liaoning Nengfa Weiye Tei Fa Sales Co., Ltd. ("Sales Company")	The PRC, a limited liability company	Sales and marketing of valves components and products in the PRC	RMB5,000,000	99%

**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013**

**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

NFEC and its subsidiaries are hereinafter referred to as (the “Company”).

**NOTE 3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accompanying condensed consolidated financial statements reflect the application of certain significant accounting policies as described in this note and elsewhere in the accompanying condensed consolidated financial statements and notes.

**Use of estimates**

In preparing these condensed consolidated financial statements, management makes estimates and assumptions that affect the reported amounts of assets and liabilities in the balance sheet and revenues and expenses during the periods reported. Actual results may differ from these estimates.

**Basis of consolidation**

The condensed consolidated financial statements include the financial statements of NFEC and its subsidiaries. All significant inter-company balances and transactions within the Company have been eliminated upon consolidation.

The accounts of Sales Company are consolidated as a wholly-owned subsidiary from its inception to March 31, 2013, in which the Company holds 99%-majority equity interest and has the ability to exercise significant influence over Sales Company. The consolidation of 1% equity interest of Sales Company is not material to the financial position and results of operations for the periods presented.

Cash and cash equivalents

Cash and cash equivalents are carried at cost and represent cash on hand, demand deposits placed with banks or other financial institutions and all highly liquid investments with an original maturity of three months or less as of the purchase date of such investments.

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**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013**

**(Currency expressed in United States Dollars ("US\$"), except for number of shares)**

**(Unaudited)**

**Accounts receivable**

Accounts receivable are recorded at the invoiced amount and do not bear interest, which are due within contractual payment terms, generally 30 to 90 days from shipment. Credit is extended based on evaluation of a customer's financial condition, the customer credit-worthiness and their payment history. Accounts receivable outstanding longer than the contractual payment terms are considered past due. Past due balances over 90 days and over a specified amount are reviewed individually for collectability. At the end of each period, the Company specifically evaluates individual customer's financial condition, credit history, and the current economic conditions to monitor the progress of the collection of accounts receivables. The Company will consider the allowance for doubtful accounts for any estimated losses resulting from the inability of its customers to make required payments. For the receivables that are past due or not being paid according to payment terms, the appropriate actions are taken to exhaust all means of collection, including seeking legal resolution in a court of law. Account balances are charged off against the allowance after all means of collection have been exhausted and the potential for recovery is considered remote. The Company does not have any off-balance-sheet credit exposure related to its customers. The management has continued to monitor the long outstanding accounts receivables, which are mainly due from two prolonging customers. It is expected to be fully collectible in the next twelve months.

**Retention receivable**

Retention receivable is the amount withheld by a customer based upon 5-10% of the contract value, until a product warranty is expired.

**Inventories**

Inventories are stated at the lower of cost or market value (net realizable value), cost being determined on a weighted average method. Costs include material, labor and manufacturing overhead costs. The Company quarterly reviews historical sales activity to determine excess, slow moving items and potentially obsolete items and also evaluates the impact of any anticipated changes in future demand. The Company provides inventory allowances based on excess and obsolete inventories determined principally by customer demand. As of March 31, 2013, the Company did not

record an allowance for obsolete inventories, nor have there been any write-offs.

### Construction in progress

Construction in progress is stated at historical cost, which includes acquisition of land use rights, cost of construction, purchases of plant and equipment and other direct costs attributable to the construction of a new manufacturing facility in Yinzhou District Industrial Park, Tieling City, Liaoning Province, the PRC. Construction in progress is not depreciated until such time as the assets are completed and put into operational use. No capitalized interest is incurred during the period of construction.

### Land use rights

All land in the PRC is owned by the PRC government. The government in the PRC, according to the relevant PRC law, may sell the right to use the land for a specified period of time. Thus, the Company's land purchase in the PRC is considered to be leasehold land and is stated at cost less accumulated amortization and any recognized impairment loss. Amortization is provided over the term of the land use right agreement on a straight-line basis, which is 50 years and will expire in 2059.

Amortization expense for the three months ended March 31, 2013 and 2012 was \$16,414 and \$16,325, respectively. The estimated amortization expense on the land use right in the next five years and thereafter is as follows:

Year ending March 31:	
2014	\$65,700
2015	65,700
2016	65,700
2017	65,700
2018	65,700
Thereafter	2,742,957
Total:	\$3,071,457

**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013**

**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

**Plant and equipment**

Plant and equipment are stated at cost less accumulated depreciation and accumulated impairment losses, if any. Depreciation is calculated on the straight-line basis over the following expected useful lives from the date on which they become fully operational and after taking into account their estimated residual values:

	Expected useful life	Residual value
Building	30 years	5%
Plant and machinery	10 – 20 years	5%
Furniture, fixture and equipment	5 – 8 years	5%

Expenditure for repairs and maintenance is expensed as incurred. When assets have retired or sold, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is recognized in the results of operations.

Depreciation expense for the three months ended March 31, 2013 and 2012 was \$185,563 and \$153,473, respectively.

**Impairment of long-lived assets**

In accordance with the provisions of ASC Topic 360, “*Impairment or Disposal of Long-Lived Assets*”, all long-lived assets such as property, plant and equipment held and used by the Company are reviewed for impairment 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 evaluated by a comparison of the carrying amount of an asset to its estimated future undiscounted cash flows expected to be generated by the asset. If such assets are considered to be impaired, the impairment to be recognized is measured by the amount by which the carrying amounts of the assets exceed the fair value of the assets. There has been no impairment charge for the three months ended March 31, 2013.

Revenue recognition

The Company offers a number of products and service to its customers, which are:

1. Sales of energy saving flow control equipment
2. Provision of energy project management and sub-contracting service
3. Provision of energy-saving reconstruction projects

In accordance with the ASC Topic 605, “*Revenue Recognition*”, the Company recognizes revenue when persuasive evidence of an arrangement exists, transfer of title has occurred or services have been rendered, the selling price is fixed or determinable and collectability is reasonably assured.

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**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013**

**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

(a) Sale of products

The Company derives a majority of its revenues from the sale of energy saving flow control equipment. Generally, these products are manufactured and configured to customer requirements. The Company typically produces and builds the energy saving flow control equipment for customers in a period from 1 to 6 months. When the Company completes the production in accordance with the customer’s specification, the customer is required to inspect the finished products for quality and product conditions, to its full satisfaction, then the Company makes delivery to the customer.

The Company recognizes revenue from the sale of such finished products upon delivery to the customer, whereas the title and risk of loss are fully transferred to the customers. The Company records its revenues, net of value added taxes (“VAT”). The Company is subject to VAT which is levied on the majority of the products at the rate of 17% on the invoiced value of sales. The Company experienced no product returns and recorded no reserve for sales returns for the three months ended March 31, 2013 and 2012.

(b) Service revenue

Service revenue is primarily derived from energy-saving technical services or project management or sub-contracting services that are not an element of an arrangement for the sale of products. These services are generally billed on a time-cost plus basis, for a period of service time from 2 to 3 months. Revenue is recognized, net of business taxes when the service is rendered and accepted by the customer.

(c) Interest income

Interest income is recognized on a time apportionment basis, taking into account the principal amounts outstanding and the interest rates applicable.

Comprehensive income

ASC Topic 220, “*Comprehensive Income*”, establishes standards for reporting and display of comprehensive income, its components and accumulated balances. Comprehensive income as defined includes all changes in equity during a period from non-owner sources. Accumulated other comprehensive income, as presented in the accompanying condensed consolidated statement of stockholders’ equity, consists of changes in unrealized gains and losses on foreign currency translation. This comprehensive income is not included in the computation of income tax expense or benefit.

Income taxes

Income taxes are determined in accordance with the provisions of ASC Topic 740, “*Income Taxes*” (“ASC 740”). Under this method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted income tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Any effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

ASC 740 prescribes a comprehensive model for how companies should recognize, measure, present, and disclose in their financial statements uncertain tax positions taken or expected to be taken on a tax return. Under ASC 740, tax positions must initially be recognized in the financial statements when it is more likely than not the position will be sustained upon examination by the tax authorities. Such tax positions must initially and subsequently be measured as the largest amount of tax benefit that has a greater than 50% likelihood of being realized upon ultimate settlement with the tax authority assuming full knowledge of the position and relevant facts.

**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013**

**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

For the three months ended March 31, 2013 and 2012, the Company did not have any interest and penalties associated with tax positions. As of March 31, 2013, the Company did not have any significant unrecognized uncertain tax positions.

The Company conducts the majority of its businesses in the PRC and is subject to tax in this jurisdiction. As a result of its business activities, the Company files tax returns that are subject to examination by the foreign tax authority.

Product warranty

Under the terms of the contracts, the Company offers its customers with a free product warranty on a case-by-case basis, depending upon the type of customers, nature and size of the infrastructure projects. Under such arrangements, a portion of the project contract balance (usually 5% to 10% of contract value) is withheld by a customer from 12 to 24 months, until the product warranty has expired. The Company has not experienced any material returns or claims where it was under obligation to honor this standard warranty provision. As such, no reserve for product warranty has been provided in the result of operations for the three months ended March 31, 2013 and 2012.

Net income per share

The Company calculates net income per share in accordance with ASC Topic 260, “*Earnings per Share*.” Basic income per share is computed by dividing the net income by the weighted-average number of common shares outstanding during the period. Diluted income per share is computed similar to basic income per share except that the denominator is increased to include the number of additional common shares that would have been outstanding if the potential common stock equivalents had been issued and if the additional common shares were dilutive.

Foreign currencies translation

Transactions denominated in currencies other than the functional currency are translated into the functional currency at the exchange rates prevailing at the dates of the transaction. Monetary assets and liabilities denominated in currencies other than the functional currency are translated into the functional currency using the applicable exchange rates at the balance sheet dates. The resulting exchange differences are recorded in the statement of operations.

The reporting currency of the Company is the United States Dollar ("US\$"). The Company's subsidiaries in the PRC maintain their books and records in their local currency, the Renminbi Yuan ("RMB"), which is the functional currency as being the primary currency of the economic environment in which these entities operate.

In general, for consolidation purposes, assets and liabilities of its subsidiaries whose functional currency is not the US\$ are translated into US\$, in accordance with ASC Topic 830-30, “ *Translation of Financial Statement* ”, using the exchange rate on the balance sheet date. Revenues and expenses are translated at average rates prevailing during the period. The gains and losses resulting from translation of financial statements of foreign subsidiaries are recorded as a separate component of accumulated other comprehensive income within the statement of stockholders’ equity.



**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013**

**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

Translation of amounts from RMB into US\$1 has been made at the following exchange rates for the respective period:

	March 31, 2013	March 31, 2012
Period-end RMB:US\$1 exchange rate	6.2816	6.3247
Average period RMB:US\$1 exchange rate	6.2858	6.3201

**Related parties**

Parties, which can be a corporation or individual, are considered to be related if the Company has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operational decisions. Companies are also considered to be related if they are subject to common control or common significant influence.

**Segment reporting**

ASC Topic 280, “*Segment Reporting*” establishes standards for reporting information about operating segments on a basis consistent with the Company’s internal organization structure as well as information about geographical areas, business segments and major customers in financial statements. The Company operates in two reportable operating segments in the PRC.

**Fair value of financial instruments**

The carrying value of the Company’s financial instruments (excluding short-term bank borrowing and note payable): cash and cash equivalents, accounts and retention receivable, prepayments and other receivables, accounts payable, income tax payable, amount due to a related party, other payables and accrued liabilities approximate at their fair values because of the short-term nature of these financial instruments.

Management believes, based on the current market prices or interest rates for similar debt instruments, the fair value of short-term bank borrowings, note payable and convertible promissory notes approximate the carrying amount.

The Company also follows the guidance of the ASC Topic 820-10, "*Fair Value Measurements and Disclosures*" ("ASC 820-10"), with respect to financial assets and liabilities that are measured at fair value. ASC 820-10 establishes a three-tier fair value hierarchy that prioritizes the inputs used in measuring fair value as follows:

- *Level 1* : Inputs are based upon unadjusted quoted prices for identical instruments traded in active markets;

*Level 2* : Inputs are based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques (e.g. Black-Scholes Option-Pricing model) for which all significant inputs are observable in the market or can be corroborated by observable market data for substantially the full term of the assets or liabilities. Where applicable, these models project future cash flows and discount the future amounts to a present value using market-based observable inputs; and

*Level 3* : Inputs are generally unobservable and typically reflect management's estimates of assumptions that market participants would use in pricing the asset or liability. The fair values are therefore determined using model-based techniques, including option pricing models and discounted cash flow models.

**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

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**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

Fair value estimates are made at a specific point in time based on relevant market information about the financial instrument. These estimates are subjective in nature and involve uncertainties and matters of significant judgment and, therefore, cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

**Recent accounting pronouncements**

The Company has reviewed all recently issued, but not yet effective, accounting pronouncements and do not believe the future adoption of any such pronouncements may be expected to cause a material impact on its financial condition or the results of its operations.

In February 2013, the Financial Accounting Standards Board (“FASB”) issued guidance requiring an entity to disclose additional information about reclassifications out of accumulated other comprehensive income, including (1) changes in accumulated other comprehensive income balances by component and (2) significant items reclassified out of accumulated other comprehensive income and the effect on the respective line items in net income if the amounts are required to be reclassified in their entirety to net income. For other amounts that are not required to be reclassified in their entirety to net income in the same reporting period, an entity is required to cross-reference to other disclosures that provide additional detail about those amounts. The new guidance is effective prospectively for fiscal years beginning after December 15, 2012. The adoption of these disclosure requirements did not have a material impact on the Company’s consolidated financial statements.

**NOTE 4 CONSTRUCTION IN PROGRESS**

In 2008, the Company received approval from the local government to construct a new manufacturing facility for energy-saving products and equipment in Yinzhou District Industrial Park, Tieling City, Liaoning Province, the PRC. Total estimated construction cost of a new manufacturing facility is approximately \$24 million.

The first phase of construction project was completed and began its operations in December 2011. The cost of construction was transferred to property, plant and equipment and its depreciation expense began to be recorded in 2012. The second phase of construction project was structurally completed in 2012. As of March 31, 2013, the majority of equipment have been installed and started for testing. The Company expects the operation to be commenced by the end of this fiscal year upon the approval of fire security by the local authority.

#### **NOTE 5 SHORT-TERM BANK BORROWINGS**

Short-term bank borrowings consist of the following:

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**NF ENERGY SAVING CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****FOR THE THREE MONTHS ENDED MARCH 31, 2013****(Currency expressed in United States Dollars (“US\$”), except for number of shares)****(Unaudited)**

	March 31, 2013 (Unaudited)	December 31, 2012 (Audited)
Payable to financial institutions in the PRC:		
Demand bank notes:		
Equivalent to RMB4,080,000, due September 2013, which is collateralized by its restricted cash and guaranteed by a third party. The notes bear the handling fee equal to 0.05% of its face value.	\$ 649,516	\$ -
Equivalent to RMB4,000,000, due January 2013, which is collateralized by its restricted cash and guaranteed by a third party. The notes bear the handling fee equal to 0.05% of its face value.	-	633,302
Equivalent to RMB2,000,000, due February 2013, which is collateralized by its restricted cash and guaranteed by a third party. The notes bear the handling fee equal to 0.05% of its face value	-	316,651
Equivalent to RMB4,000,000, due February 2013, which is collateralized by its restricted cash and guaranteed by a third party. The notes bear the handling fee equal to 0.05% of its face value	-	633,302
Short-term bank loans:		
Equivalent to RMB7,500,000 with interest rate at 1.2 times of the Bank of China Benchmark Lending Rate, monthly payable, due September 2013, which is guaranteed by a guarantee company in Shenyang City, the PRC	1,193,963	1,187,441
Equivalent to RMB2,500,000 with interest rate at 1.2 times of the Bank of China Benchmark Lending Rate, monthly payable, due June 2013, which is guaranteed by a guarantee company in Shenyang City, the PRC	397,988	395,814
Equivalent to RMB18,000,000 with interest rate at 1.3 times of the Bank of China Benchmark Lending Rate, monthly payable, due December 2013, which is guaranteed by Mr. Gang Li (the Company’s CEO) and a guarantee company in Shenyang City, the PRC	2,865,512	2,849,860

Total short-term bank borrowings	\$ 5,106,979	\$ 6,016,370
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The effective Bank of China Benchmark Lending rate is 6% and 6.56% per annum for the three months ended March 31, 2013 and 2012.

**NOTE 6 AMOUNT DUE TO A RELATED PARTY**

As of March 31, 2013, the amount due to a related party represented temporary advances made by the Company's major stockholder, Cloverbay International Ltd, which is controlled by Ms. Li Hua Wang (the Company's CFO) and Mr. Gang Li (the Company's CEO), which was unsecured, interest-free with no fixed repayment term. Imputed interest on this amount is considered insignificant.

**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

**FOR THE THREE MONTHS ENDED MARCH 31, 2013**

**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

**NOTE 7 NOTE PAYABLE, RELATED PARTY**

Notes payable consist of the following:

	March 31, 2013 (Unaudited)	December 31, 2012 (Audited)
Note due to related party A	\$ 1,500,000	\$ 1,500,000
Note due to related party B	1,587,812	1,579,139
	\$ 3,087,812	\$ 3,079,139

These related parties are controlled by Ms. Lihua Wang (the Company’s CFO) and Mr. Gang Li (the Company’s CEO).

The note due to related party A is unsecured, carries interest at 2.5% per annum, payable at maturity and due on May 31, 2013.

The note due to related party B is unsecured, interest-free and will be matured on May 31, 2013. For the three months ended March 31, 2013, imputed interest of \$9,917 is recorded in additional paid-in capital.

**NOTE 8 OTHER PAYABLES AND ACCRUED LIABILITIES**

Other payables and accrued liabilities consisted of the following:

	March 31, 2013 (Unaudited)	December 31, 2012 (Audited)
Payable to equipment vendors	\$ 196,269	\$ 247,384
Customer deposits	163,582	316,732
Value added tax payable	477	117,360
Provision for contingent liability	200,000	200,000
Accrued operating expenses	167,691	193,177
Other payable	159,310	76,295
	\$ 887,329	\$ 1,150,948

## NOTE 9 INCOME TAXES

NFEC is incorporated in the State of Delaware and is subject to the tax laws of United States of America.

As of March 31, 2013, the operation in the United States of America incurred \$2,671,018 of cumulative net operating losses which can be carried forward to offset future taxable income. The net operating loss carryforwards begin to expire in 2033, if unutilized. The Company has provided for a full valuation allowance against the deferred tax assets of \$908,146 on the expected future tax benefits from the net operating loss carryforwards as the Company's management believes it is more likely than not that these assets will not be realized in the future.



**NF ENERGY SAVING CORPORATION**

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(Unaudited)

The Company’s subsidiaries operating in the PRC are subject to the Corporate Income Tax Law of the People’s Republic of China at a unified income tax rate of 25%. The reconciliation of income tax rate to the effective income tax rate for the three months ended March 31, 2013 and 2012 is as follows:

	Three months ended March 31,			
	2013		2012	
(Loss) income before income taxes from PRC operation	\$ (36,931	)	\$ 36,771	
Statutory income tax rate	25	%	25	%
Income tax expense at statutory rate	(9,233	)	9,193	
Effect from non-deductible items	28,339		3,351	
Income tax expense	\$ 19,106		\$ 12,544	

**NOTE 10 STOCKHOLDERS’ EQUITY**

On February 24, 2013, the Company issued 132,646 shares of its common stock to the Note holders at a price of \$7.50 per share to fully convert the promissory notes and related interest with an aggregate amount of \$994,836.

As of March 31, 2013, the Company had a total of 5,459,147 shares of its common stock issued and outstanding.

**NOTE 11 WARRANTS**

There was no activity in the warrants during the three months ended March 31, 2013.

Warrants outstanding				
	Number of warrants	Exercise price range per share	Weighted average exercise price per share	Weighted average grant-date fair value per share
Balance as of January 1, 2013	23,334	\$ 4.50	\$ 4.50	\$ 7.93
Warrants granted	-	-	-	-
Warrants cancelled	-	-	-	-
Warrants exercised	-	-	-	-
Balance as of March 31, 2013	23,334	\$ 4.50	\$ 4.50	\$ 7.93

The Company measured the fair value of warrants on the grant date, using the Black-Scholes option-pricing model with the following assumptions:

**NF ENERGY SAVING CORPORATION**

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**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

Expected life (in years)	5	
Volatility	340.61%- 456.53	%
Risk free interest rate	2.28% - 2.89	%
Dividend yield	0	%

**NOTE 12 SEGMENT INFORMATION**

Segment reporting

The Company’s business units have been aggregated into two reportable segments, as defined by ASC Topic 280:

Heavy manufacturing business – production of valves components and the provision of valve improvement and engineering services;

Energy-saving related business –production of wind-energy equipment, provision of energy-saving related re-engineering and technical services and long-term construction project.

The Company operates these business segments in the PRC and all of the identifiable assets of the Company are located in the PRC during the periods presented.

The accounting policies of the segments are the same as those described in the summary of significant accounting policies (see Note 3). The Company had no inter-segment sales for the three months ended March 31, 2013 and 2012. The Company’s reportable segments are strategic business units that offer different products and services. They are managed separately because each business requires different technology and marketing strategies. Summarized financial information concerning the Company’s reportable segments is shown in the following table for the three months ended March 31, 2013 and 2012:

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Three months ended March 31, 2013

	Heavy manufacturing business	Energy-saving related business	Total
Operating revenues, net:			
- Products	\$881,963	\$ -	\$881,963
- Services	416,650	-	416,650
Total operating revenues	1,298,613	-	1,298,613
Cost of revenues	(887,638 )	-	(887,638 )
Gross profit	410,975	-	410,975
Depreciation and amortization	201,977	-	201,977
Total assets	42,355,222	-	42,355,222
Expenditure for long-lived assets	\$218,960	\$ -	\$218,960

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**NF ENERGY SAVING CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****FOR THE THREE MONTHS ENDED MARCH 31, 2013**

(Currency expressed in United States Dollars (“US\$”), except for number of shares)

(Unaudited)

	Three months ended March 31, 2012		
	Heavy manufacturing business	Energy-saving related business	Total
Operating revenues, net:			
- Products	\$639,762	\$ -	\$639,762
- Services	558,609	-	558,609
Total operating revenues	1,198,371	-	1,198,371
Cost of revenues	(777,840 )	-	(777,840 )
Gross profit	420,531	-	420,531
Depreciation and amortization	169,798	-	169,798
Total assets	43,951,904	-	43,951,904
Expenditure for long-lived assets	\$6,073	\$ -	\$6,073

All long-lived assets are located in the PRC.

**NOTE 13 CONCENTRATIONS OF RISK**

The Company is exposed to the following concentrations of risk:

## (a) Major customers

For the three months ended March 31, 2013 and 2012, those customers who accounted for 10% or more of the Company’s revenues and its outstanding balances as at period-end dates, are presented as follows:

	Three months ended March 31, 2013	March 31, 2013
Customers	Revenues	

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		Percentage of revenues		Accounts and retention receivable
Customer A	\$ 720,050	55	%	\$ 4,592,214
Customer D	167,114	13	%	116,189
Customer E	150,488	12	%	6,474
Customer F	129,426	10	%	-
Total:	\$ 1,167,078	90	%	Total: \$ 4,714,877
Three months ended March 31, 2012				
Customers	Revenues	Percentage of revenues		March 31, 2012 Accounts and retention receivable
Customer A	\$ 407,771	34	%	\$ 6,418,135
Customer B	204,875	17	%	59,158
Customer C	175,622	15	%	102,236
Total:	\$ 788,268	66	%	Total: \$ 6,579,529

All customers are located in the PRC.

(b)Major vendors

For the three months ended March 31, 2013 and 2012, those vendors who accounted for 10% or more of the Company's purchases and its outstanding balances as at period-end dates, are presented as follows:

**NF ENERGY SAVING CORPORATION****NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS****FOR THE THREE MONTHS ENDED MARCH 31, 2013****(Currency expressed in United States Dollars (“US\$”), except for number of shares)****(Unaudited)**

	Three months ended March 31, 2013			March 31, 2013
Vendors	Purchases	Percentage of purchases		Accounts payable
Vendor C	\$ 292,879	28	%	\$ 356,739
Vendor D	103,014	10	%	70,842
Total:	\$ 395,893	38	%	Total: \$ 427,581

	Three months ended March 31, 2012			March 31, 2012
Vendors	Purchases	Percentage of purchases		Accounts payable
Vendor A	\$ 304,115	39	%	\$ 355,557
Vendor B	87,420	11	%	95
Total:	\$ 391,535	50	%	Total: \$ 355,652

All vendors are located in the PRC.

**(c)Credit risk**

Financial instruments that are potentially subject to credit risk consist principally of trade receivables. The Company believes the concentration of credit risk in its trade receivables is substantially mitigated by its ongoing credit evaluation process and relatively short collection terms. The Company does not generally require collateral from customers. The Company evaluates the need for an allowance for doubtful accounts based upon factors surrounding the credit risk of specific customers, historical trends and other information.

**(d)Interest rate risk**

As the Company has no significant interest-bearing assets, the Company's income and operating cash flows are substantially independent of changes in market interest rates.

The Company's interest-rate risk arises from borrowing under notes and bank borrowings. The Company manages interest rate risk by varying the issuance and maturity dates variable rate debt, limiting the amount of variable rate debt, and continually monitoring the effects of market changes in interest rates. As of March 31, 2013, borrowings under related party notes were at fixed rates and short-term bank borrowings were at variable rates.

(e) Exchange rate risk

The reporting currency of the Company is US\$. To date the majority of the revenues and costs are denominated in RMB and a significant portion of the assets and liabilities are denominated in RMB. As a result, the Company is exposed to foreign exchange risk as its revenues and results of operations may be affected by fluctuations in the exchange rate between US\$ and RMB. If RMB depreciates against US\$, the value of RMB revenues and assets as expressed in US\$ financial statements will decline. The Company does not hold any derivative or other financial instruments that expose to substantial market risk.



**NF ENERGY SAVING CORPORATION**

**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

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**(Currency expressed in United States Dollars (“US\$”), except for number of shares)**

**(Unaudited)**

(f) Economic and political risks

The Company's operations are conducted in the PRC. Accordingly, the Company's business, financial condition and results of operations may be influenced by the political, economic and legal environment in the PRC, and by the general state of the PRC economy.

The Company's operations in the PRC are subject to special considerations and significant risks not typically associated with companies in North America and Western Europe. These include risks associated with, among others, the political, economic and legal environment and foreign currency exchange. The Company's results may be adversely affected by changes in the political and social conditions in the PRC, and by changes in governmental policies with respect to laws and regulations, anti-inflationary measures, currency conversion, remittances abroad, and rates and methods of taxation.

**NOTE 14 COMMITMENTS AND CONTINGENCIES**

(a) Capital commitments

As of March 31, 2013, the Company is committed to the future contingent payments of approximately \$0.7 million on the purchase of new plant and equipment and third party contractors relating to its construction project in the next twelve months.

(b) Legal proceedings

**Robert E. Dawley v. NF Energy Corp. of America, M.D. Fla. Case no. 6:10-cv-0115-Orl-22DAB.** Robert Dawley (“Dawley”) commenced this action in the United States District Court for the Middle District of Florida against the

Company, Mr. Gang Li and the Company's litigation counsel on October 1, 2010. The allegations in this action are identical to those that Dawley raised in a prior proceeding in which the United States Court of Appeals for the Eleventh Circuit entered judgment against him and in favor of the Company.

The District Court, upon motion by the defendants, has dismissed six of Dawley's ten claims with prejudice on the grounds that they are precluded by the Eleventh Circuit's prior judgment. Dawley has attempted to appeal the District Court's dismissal to the Eleventh Circuit. (Dawley v NF Energy Saving Corp. of America, U.S.C.A. 11th Cir. Appeal no. 11-10201-F.) However, that Court has questioned whether it has jurisdiction over the matter in light of the continued pendency of four of Dawley's claims before the District Court.

Dawley has filed an Amended Complaint in the District Court in an effort to address the deficiencies noted by it with respect to his four remaining claims. Defendants have moved to dismiss the Amended Complaint on the grounds that it still fails to allege facts sufficient to state a claim. Whether or not the District Court agrees, the Company intends to contest Dawley's claims on several grounds, including that he has failed to identify any basis for liability or damages.

In October 19, 2012, The Eleventh Circuit Court of Appeals affirmed the District Court's dismissal of Dawley's claims.

The Company has accrued \$200,000 for this contingent liability and the Company's directors, Mr. Gang Li and Ms. Li Hua Wang have personally agreed to guarantee all contingent liabilities and costs to be incurred in connection with this litigation claim.

**NF ENERGY SAVING CORPORATION**

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**(Unaudited)**

As of March 31, 2013, there is no any update regarding this case and the Company does not believe that the judgment would have a material impact on, or result in significant contingencies to, the Company.

**NOTE 15 SUBSEQUENT EVENTS**

The Company evaluated subsequent events through the date the financial statements were issued and filed with this Form 10-Q. There were no subsequent events that required recognition or disclosure.

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## **Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.**

As used herein the terms "we", "us", "our," the "Registrant," "NFEC" and the "Company" means, NF Energy Saving Corporation, a Delaware corporation, formerly known as NF Energy Saving Corporation of America, Diagnostic Corporation of America, Global Broadcast Group, Inc., and Galli Process, Inc. These terms also refer to our subsidiary corporations, Liaoning Nengfa Weiye Energy Technology Corporation Ltd. ("Nengfa Energy"), formerly known as Liaoning Nengfa Weiye Pipe Network Construction and Operation Co. Ltd. ("Neng Fa"), a corporation organized and existing under the laws of the Peoples' Republic of China, which was acquired in November 2006, and Liaoning Nengfa Weiye Tie Fa Sales Co. Ltd. ("Sales Company"), a limited liability corporation organized and existing under the laws of the Peoples' Republic of China, which was established in September 2007.

NF Energy Saving Corporation was incorporated under the laws of the State of Delaware in the name of Galli Process, Inc. on October 31, 2000 for the purpose of seeking and consummating a merger or acquisition with a business entity organized as a private corporation, partnership, or sole proprietorship. On December 31, 2001, Galli Process, Inc. became a majority owned subsidiary of City View TV, Inc., a Florida corporation ("City View"). On February 7, 2002, Galli Process, Inc. changed its name to Global Broadcast Group, Inc. On March 1, 2002, City View merged into Global Broadcast Group, Inc., which was the surviving entity. On November 12, 2004, the Company changed its name to Diagnostic Corporation of America. On March 15, 2007, we changed our name to NF Energy Saving Corporation of America, and on August 24, 2009, the Company further changed its name to NF Energy Saving Corporation, in both instances to more accurately reflect our business after a stock exchange transaction with Neng Fa. Our principal place of business is Room 3106, Tower C, 390 Qingnian Avenue, Heping District, Shenyang, P. R. China 110015. Our telephone number is (8624) 8563-1159.

On November 15, 2006, we executed a Plan of Exchange ("Plan of Exchange"), among the Company, Neng Fa, the shareholders of Neng Fa (the "Neng Fa Shareholders") and Gang Li, our Chairman and Chief Executive Officer ("Mr. Li").

Pursuant to and at the closing of the Plan of Exchange, which occurred on November 30, 2006, we issued to the Neng Fa Shareholders 12,000,000 shares of our common stock, or 89.4% of our then outstanding common stock, in exchange for all of the shares of capital stock of Neng Fa owned by the Neng Fa Shareholders. Immediately upon the closing, Neng Fa became our 100% owned subsidiary, and the Company ceased all of its other operations and adopted and implemented the business plan of Neng Fa.

Nengfa Energy's area of business includes research and development, processing, manufacturing, marketing and distribution of energy saving flow control equipment; manufacturing, marketing and distribution of energy equipment, wind power equipment and fittings; energy saving technical reconstruction; and energy saving technology consulting services, providing comprehensive solutions for energy-saving emission reduction. The Sales Company, which is a subsidiary of Nengfa Energy, is 99% owned by Nengfa Energy. The Sales Company engages in the sales and marketing of flow control equipment and products in the PRC.

On August 26, 2009, the Company completed a 3 for 1 reverse stock split. The total number of then outstanding shares of common stock changed from 39,872,704 pre-split to 13,291,387 post-split.

On September 15, 2010, the Company completed a 2.5 for 1 reverse share split of its common stock, the total number of outstanding shares of common stock changed from 13,315,486 pre-split to 5,326,501 post-split.

On October 4, 2010 our common stock commenced trading on the Nasdaq Global Market. On March 7, 2012, upon approval by Nasdaq, our common stock transferred from the Nasdaq Global Market to the Nasdaq Capital Market. Our common stock trades on the Nasdaq Stock Market under the ticker symbol "NFEC".

Nengfa Energy is dedicated to energy efficiency enhancement in two fields: (1) manufacturing large diameter energy efficient intelligent flow control systems for thermal and nuclear power generation plants, major national and regional water supply projects and municipal water, gas and heat supply pipeline networks; and (2) energy saving technology consulting, optimization design services, energy saving reconstruction of pipeline networks and contractual energy management services for China's electric power, petrochemical, coal, metallurgy, construction, and municipal infrastructure industries.

Nengfa Energy has received many awards and honors from China's regulators, professional associations and renowned international organizations, including the ISO 9001:20000 certification from Det Norske Veritas Management System, the Liaoning Provincial Government's Award of Innovative Enterprise with Best Investment Return Potentials, the Special Industrial Contribution Award of the ESCO Committee of China Energy Conservation Association, and the Grade A Tax Payer Enterprise Award by the Liaoning State Local Tax Administration and the "Contract-abiding and credit enterprise" Award by the Liaoning State Local administrative bureau for industry and commerce.

Nengfa Energy enjoys a reputation as a leader and dedicated energy saving company in China for over 15 years. Its professional capacity as a provider of energy services is officially certified by China's National Development and Reform Commission (NDRC). It has been a corporate member on the Board of the ESCO Committee of China Energy Conservation Association and a founding member of China Standardization and Technical Consortium for Energy Conservation and Emission.



As a certified energy service provider, Nengfa Energy is entitled to various tax breaks and energy saving awards created by Chinese governments at national, provincial and local levels. The major tax incentive by the central government includes a two-year corporate income tax exemption plus a three-year reduction of corporation income tax for all energy performance based, profit sharing energy service projects. The government policy also incentivizes Nengfa Energy's clients with tax refunds on goods and properties of the energy saving projects when Nengfa Energy transfers to them at the end of energy service contracts.

The current principal development focus of Nengfa Energy is to complete the on-going construction project of the new manufacturing facility which will triple the Company's capacity to produce large intelligent flow control systems and to provide our Company with more advanced technology to supply high quality energy efficient and safety reliant products for high end markets such as nuclear power plants and super critical power generation plants.

Our corporate goal is to maintain our established position as a leading provider of energy efficiency flow control systems, a cutting edge innovator with clean energy and energy efficiency technologies, and a total energy efficiency solution and service provider dedicated to maximum returns to our investors, partners, clients and the environment.

Our products and services include the manufacturing and sales of energy-saving flow control equipment, energy saving technology consulting, optimization design services, energy saving reconstruction of pipeline networks and contractual energy management services for China's electric power, water power, petrochemical, coal, metallurgy, construction, and municipal infrastructure development industries.

Examples of contracts entered into by the Company or its subsidiaries are:

In 2007, Nengfa Energy received contracts for our products and services to be used in three sections of the Middle Section-Jingshi Section of the national project to redirect the water from China's southern rivers to the north of the country. This phase of the project was completed and passed inspection in 2008.

In 2008, the Company received flow control equipment contracts from seven cities in Liaoning Province for their water supply systems.

In 2009, the Company was awarded several flow control equipment supply contracts, including one for the Xijiang diversion project of Guangdong Province, and one for Phase 1 of Guangdong Yuedian Huilai Power Plant.

In 2010, the Company received contracts for our products and services to be used in over 50 companies, including Chongqing Water Turbine Company, Chongqing Fangneng Electricity Power Company, Zhejiang Zheneng Jiahua Electricity Power Co. Ltd, and Shaoxing Binhai Thermal Power Company, and a project contract with Fuxin County in Inner Mongolian.

In 2011, the Company received contracts from Beijing South to North Water Diversion Operation and Management Center, Jiangsu Changshu Power Generation Co. Ltd., Indian RODA Supercritical Power Station, Indian KAWAI Supercritical Power Station, Zhejiang Zhe Neng Zhong Mei Zhoushan Coal Industry and Electricity Power Co. Ltd., Shenzhen Qinglin Jing Water Diversion Project, Chongqing Yun Neng Power Generation Co. Ltd., and Shenyang Mining Machinery Co. Ltd.

In 2012, the Company received contracts from Beijing South to North Water Diversion Operation and Management Center, Shanxi Kegong Longsheng Technology Ltd, Huaihu Coal Ltd, Chongqing Water-Turbine Ltd, Shenergy Company Limited, Shanghai Qingcaosha City-Environment Project (South Branch Project), Luanhe Power Station of China Guodian Corporation ,Qiangui Power Ltd , Guizhou Province, Guihang Nenghuan Refrigeration Engineering Ltd, Shanghai City , Electric Power Construction Corporation (Zambia's project) , Shandong Province;Lu Electric International Trading corporation, and Shandong Province ( Philippines project).

In 2013, the Company received contracts from Zheneng Zhenhai Gas Thermal power Ltd; Chongqing Water Turbine Factory Ltd; Chongqing Wanliu power Ltd ; Dalian Petrochemical Company of Petro of China ; China National Electric Power Engineering Ltd ; Xinyu Iron and Steel Ltd; Shandong Electric Power Corporation; Jiajie Gas-fired Cogeneration Branch of Shanxi New Energy Industry Group; and the Amedyan Power Ltd of State Grid.

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## **FORWARD LOOKING STATEMENTS**

Certain statements in this report, including statements of our expectations, intentions, plans and beliefs, including those contained in or implied by "Management's Discussion and Analysis of Financial Condition and Results of Operations" and the Notes to Consolidated Financial Statements, are "forward-looking statements", within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"), that are subject to certain events, risks and uncertainties that may be outside our control. The words "believe", "expect", "anticipate", "optimistic", "intend", "will", and similar expressions identify forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. We undertake no obligation to update or revise any forward-looking statements. These forward-looking statements include statements of management's plans and objectives for our future operations and statements of future economic performance, information regarding our expansion and possible results from expansion, our expected growth, our capital budget and future capital requirements, the availability of funds and our ability to meet future capital needs, the realization of our deferred tax assets, and the assumptions described in this report underlying such forward-looking statements. Actual results and developments could differ materially from those expressed in or implied by such statements due to a number of factors, including, without limitation, those described in the context of such forward-looking statements, our expansion and acquisition strategy, our ability to achieve operating efficiencies, industry pricing and technology trends, evolving industry standards, general economic and business conditions, the strength and financial resources of our competitors, our ability to find and retain skilled personnel, the political and economic climate in which we conduct operations and the risk factors described from time to time in our other documents and reports filed with the Securities and Exchange Commission (the "Commission"). Additional factors that could cause actual results to differ materially from the forward-looking statements include, but are not limited to: 1) our ability to successfully develop, manufacture and deliver our products on a timely basis and in compliance with our contract terms; 2) our ability to compete effectively with other companies in our industry segments; 3) our ability to raise capital or generate sufficient working capital in order to effectuate our business plan; 4) our ability to retain our key executives; and 5) our ability to win and perform significant construction and infrastructure projects.

## **CRITICAL ACCOUNTING POLICIES**

An appreciation of our critical accounting policies is necessary to understand our financial results. These policies may require management to make difficult and subjective judgments regarding uncertainties, and as a result, such estimates may significantly impact our financial results. The precision of these estimates and the likelihood of future changes depend on a number of underlying variables and a range of possible outcomes. We applied our critical accounting policies and estimation methods consistently in all periods presented.

### **Revenue Recognition**

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In accordance with the ASC Topic 605, "Revenue Recognition", the Company recognizes revenue when persuasive evidence of an arrangement exists, transfer of title has occurred or services have been rendered, the selling price is fixed or determinable and collectability is reasonably assured.

The Company's revenue is principally derived from three primary sources: Sales of energy saving flow control equipment, provision of energy project management and sub-contracting services, and provision of energy-saving reconstruction projects.

(a) Sale of products

The Company derives a majority of its revenues from the sale of energy saving flow control equipment. Generally, the energy saving flow control equipment is manufactured and configured to customer requirements. The Company typically produces the energy saving flow control equipment for customers over a period from one to six months. When the Company completes production in accordance with the customer's specification, the customer is required to inspect the finished products at the Company's plant to approve quality and conformity and make final acceptance. Once the product is accepted by the customer, the Company undertakes delivery to the customer, usually within a month.

The Company recognizes revenue from the sale of such finished products upon delivery to the customers, when the title and risk of loss are fully transferred to the customers. The Company records its revenues, net of value added taxes ("VAT"). The VAT rate is 17%.

(b) Service revenue

Service revenue is derived from energy-saving technical services, project management or sub-contracting services. These services are generally billed on a time-cost plus basis, for the period of service provided, which is generally from two to nine months. Revenue is recognized when the service is rendered and accepted by the customer.

(c) Interest income

Interest income is recognized on a time apportionment basis, taking into account the principal amounts outstanding and the interest rates applicable.

**Accounts Receivable**

Accounts receivable are recorded at the invoiced amount, do not bear interest and are due within the contractual payment terms, generally 30 to 90 days from shipment. Credit is extended based on evaluation of a customer's financial condition, the customer's credit-worthiness and their payment history. Accounts receivable outstanding longer than the contractual payment terms are considered past due. Past due balances over 90 days and over a specified amount are reviewed individually for collectability. At the end of each period, the Company specifically evaluates each individual customer's financial condition, credit history, and the current economic conditions to monitor

the progress of the collection of accounts receivable. The Company will consider an allowance for doubtful accounts for any estimated losses resulting from the inability of its customers to make required payments. For the receivables that are past due or not being paid according to payment terms, the appropriate actions are taken to exhaust all means of collection, including seeking legal resolution in a court of law. Account balances are charged off against the allowance after all means of collection has been exhausted and the potential for recovery is considered remote. The Company does not have any off-balance-sheet credit exposure related to its customers.

For most of our contracts, our customers are generally large or state-owned construction contractors or developers mainly engaged in government-sponsored infrastructure projects such as large hydraulic/aqua-engineering projects, power plants and urban sewage network projects in the PRC. Usually, these infrastructure projects are undertaken in a number of phases over a certain period of time. Our flow control equipment components are generally considered as major or significant components in the development phase of these infrastructure projects. As is standard in our industry practice, we are paid by these contractors and/or developers when they have been paid by the local government or state-owned enterprises after the full inspection of each milestone during each construction phase. Given that the construction of these infrastructure projects are very large, complex, and require a high quality level at completion, the inspection process may take a considerable amount of time. Therefore, we may not collect the accounts receivable in a timely manner or only after a period longer than our agreed payment terms.

We have a high level of assurance on the recoverability of these accounts receivable, based on our ongoing assessment of customers' credit-worthiness and their payment history. These customers are usually large state-owned corporations with good credit ratings. At the end of each period, we specifically evaluate the structure and collectability of accounts receivable and for receivables that are past due or not being paid according to the payment terms, we take appropriate action to exhaust all means of collection, including seeking legal resolution in a court of law. For customers with large amounts of accounts receivable, we may take other steps, such as limiting sales and changing payment terms and requesting forms of security. We will consider an adjustment to the allowance for doubtful accounts for any estimated losses resulting from the inability of our customers to make required payments.

Account balances are charged off against the allowance for doubtful accounts after all means of collection have been exhausted and the potential for recovery is considered remote. The Company does not have any off-balance sheet credit exposure related to its customers.

### **Product Warranties**

Under the terms of its contracts, the Company offers a free 12 to 24 months of product warranty on a case-by-case basis, depending upon the type of customer, and the nature and size of the infrastructure project. Under such arrangements, a portion of the project contract balance (usually 5-10% of contract value) is withheld by a customer from 12 to 24 months, until the product warranty has expired. The Company has not experienced any material returns under this warranty provision.

### **Inventories**

Inventories are stated at the lower of cost or market (net realizable value), with the cost being determined on a weighted average method. Costs include material, labor and manufacturing overhead costs. Quarterly, the Company reviews historical sales activity to determine excess, slow moving items and potentially obsolete items and also evaluates the impact of any anticipated changes in future demand. The Company provides inventory allowances based on excess and obsolete inventories determined principally by customer demand.

### **Plant and Equipment**

Plant and equipment are stated at cost less accumulated depreciation and accumulated impairment losses, if any. Depreciation is calculated on the straight-line basis over the following expected useful lives from the date on which they become fully operational and after taking into account their estimated residual values:

	Expected useful life	Residual value	
Building	30 years	5	%
Plant and machinery	10 - 20 years	5	%
Furniture, fixture and equipment	5 - 8 years	5	%

Expenditure for repairs and maintenance is expensed as incurred. When assets have been retired or sold, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is recognized in the results of operations.

### **Land Use Rights**

All land in the PRC is owned by the PRC government. The government in the PRC, according to the relevant PRC law, may sell the right to use the land for a specified period of time. Thus, the Company's land purchase in the PRC is considered to be leasehold land and is stated at cost less accumulated amortization and any recognized impairment loss. Amortization is provided over the term of the land use right agreement on a straight-line basis, which is 50 years and will expire in 2059.

## **Income Taxes**

Income taxes are determined in accordance with the provisions of ASC Topic 740, "*Income Taxes*" ("ASC 740"). Under this method, deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between the financial statement carrying amounts of existing assets and liabilities and their respective tax basis. Deferred tax assets and liabilities are measured using enacted income tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Any effect on deferred tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date.

ASC 740 prescribes a comprehensive model for how companies should recognize, measure, present, and discloses in their financial statements uncertain tax positions taken or expected to be taken on a tax return. Under ASC 740, tax positions must initially be recognized in the financial statements when it is more likely than not the position will be sustained upon examination by the tax authorities. Such tax positions must initially and subsequently be measured as the largest amount of tax benefit that has a greater than 50% likelihood of being realized upon ultimate settlement with the tax authority assuming full knowledge of the position and relevant facts.

## **Foreign Currencies Translation**

Transactions denominated in currencies other than the functional currency are translated into the functional currency at the exchange rates prevailing at the dates of the transaction. Monetary assets and liabilities denominated in currencies other than the functional currency are translated into the functional currency using the applicable exchange rates at the balance sheet dates. The resulting exchange differences are recorded in the condensed consolidated statement of operations.

The reporting currency of the Company is the United States dollar ("US\$"). The Company's subsidiaries in the PRC, Nengfa Energy and Sales Company maintain their books and records in the local currency of the PRC, the Renminbi ("RMB"), which is the primary currency of the economic environment in which these entities operate.

In general, for consolidation purposes, assets and liabilities of its subsidiaries whose functional currency is not the US\$ are translated into US\$, in accordance with ASC Topic 830-30, "*Translation of Financial Statement*", using the exchange rate on the balance sheet date. Revenues and expenses are translated at average rates prevailing during the period. The gains and losses resulting from translation of financial statements of foreign subsidiaries are recorded as a separate component of accumulated other comprehensive income within the statement of stockholders' equity.





Translation of amounts from RMB into US\$ has been made at the following exchange rates for the respective period:

	March 31, 2013	March 31, 2012
Period-end RMB:US\$1 exchange rate	6.2816	6.3247
Average period RMB:US\$1 exchange rate	6.2858	6.3201

## RESULTS OF OPERATIONS

### FOR THE THREE MONTHS ENDED March 31, 2013 AND 2012

#### REVENUES

Total revenues were \$1,298,613 for the three months ended March 31, 2013, as compared to \$1,198,371 for the corresponding period in 2012. Total revenues increased by \$100,242, an 8.36%. Increase in total revenue was due to the increase in product revenue.

#### *Product Revenues*

Product revenues are derived principally from the sale of self-manufactured products relating to energy- saving flow control equipment. Product revenues were \$881,963, or 67.92% of total revenues, for the three months ended March 31, 2013, as compared to \$639,762, or 53.39% of total revenues, for the corresponding period in 2012. Product revenues increased by \$242,201, as 37.86% compared to the three months ended March 31, 2012. The increase in product revenue was primarily due to the increased production capacity in the new facility as it neared completion, thus enabling the timely delivery of additional products.

#### *Service Revenues*

Service revenues are derived principally from energy-saving technical services and product collaboration processing services. The energy-saving technical services include providing energy saving auditing, conservation plans, and/or related service reports. The product re-processing services are generally billed on a time-cost plus basis. Revenue is recognized, net of business taxes when service is rendered and accepted by the customers. Service revenues were \$416,650, or 32.08% of total revenues for the three months ended March 31, 2013, as compared to \$558,609, or 46.61% of total revenues for the corresponding period in 2012. Service revenues decreased by \$141,959, or 25.41%

over the same period in 2012. The decrease in service revenue was primarily due to the decrease in orders for services.

### ***Project Revenues***

Project revenues are derived principally from energy-saving, re-engineering projects that require significant modification, customization and installation. The Company applies the percentage-of-completion method to recognize project revenues. There was no project revenue for the three months ended March 31, 2013 or March 31, 2012.

## **COSTS AND EXPENSES**

### ***Cost of Revenues***

Cost of revenues consists primarily of material costs, direct labor, depreciation and manufacturing overhead, which are directly attributable to the manufacturing of products and the rendering of services. Total cost of revenues was \$887,638 for the three months ended March 31, 2013, as compared to \$777,840 for the corresponding three months in 2012, an increase of \$109,798, or approximately 14.12%. Increase in cost of revenues was primarily due to the increase in products sold.

The overall gross profit for the Company was \$410,975 (32% margin) for the three months ended March 31, 2013, as compared to \$420,531 (35% margin) for the corresponding three months in 2012, a decrease of \$9,556, or 2.27%, compared to the corresponding period in 2012. The decrease of margin was due to the decline in the gross margin derived from orders of services during this period.

### ***Cost of Products***

Total cost of products was \$637,123 for the three months ended March 31, 2013, as compared to \$495,331 for the corresponding period in 2012, an increase of \$141,792, or approximately 28.63%. This increase is primarily due to the increase of products sold during this period.

The gross profit for products was \$244,840 (27.76% margin) for the three months ended March 31, 2013, as compared to \$144,431 (22.58% margin) for the corresponding three months in 2012, an increase of \$100,409 (69.52%). This increase is primarily due to the increase in product sold after an increase in production capacity.



### ***Cost of Services***

The cost of services was \$ 250,515 for the three months ended March 31, 2013, as compared to \$ 282,509 for the corresponding period in 2012, a decrease of \$ 31,994 or approximately 11.32%. This decrease is primarily due to the decrease in service revenues.

The gross profit for services was \$166,135 (39.87% margin) for the three months ended March 31, 2013, as compared to \$276,100 (49% margin) for the corresponding period in 2012. The decrease of the gross profit for services was due to the decline in the gross margin derived from orders of services during this period

### ***Cost of Projects***

There was no project revenue for the three months ended March 31, 2013 or March 31, 2012, therefore there was no cost of projects recognized during these periods.

### ***Operating Expenses***

Total operating expenses were \$313,086 for the three months ended March 31, 2013, as compared to \$275,852 for the corresponding period in 2012, an increase of \$37,234, or approximately 13.50%. The increase of operating expenses is primarily due to the increase in both marketing expenses and interest expense.

### ***Selling and Marketing Expenses***

The selling and marketing expenses were \$31,576 for the three months ended March 31, 2013, as compared to \$23,438 for the corresponding period in 2012, an increase of \$8,138, or 34.72%. This increase is primarily due to the increase of marketing expenses in expanding into new markets.

### ***General and Administrative Expenses***

General and administrative expenses were \$281,510 for the three months ended March 31, 2013, as compared to \$252,414 for the corresponding period in 2012, an increase of \$29,096. The increase of general and administrative expenses is primarily due to the interest expenses during this period.

## INCOME FROM OPERATIONS

As a result of the factors mentioned above, income from operations was \$97,889, for the three months ended March 31, 2013, as compared to \$144,679 for the corresponding three months period in 2012, a decrease of \$46,790, or approximately 32.34%. This decrease is primarily due to the increase in both marketing expenses and interest expense, partially offset by an increase in revenues

### *Other (Expenses) Income*

Other expense for the three months ended March 31, 2013 was \$69,018, as compared to \$132,024 for the corresponding period in 2012, a decrease of \$63,006. This decrease is primarily due to the decrease in interest expense. As a result, income before income taxes was \$28,871 for the three months ended March 31, 2013 as compared to \$12,655 for the prior period.

### *Income Tax Expense*

For the three months ended March 31, 2013, income tax expense was \$19,106, as compared to \$12,544 for the same period in 2012, an increase of \$6,562, or 52.31%. This increase was due to the increase of income before income tax.

As of March 31, 2013, the Company's operations in the United States of America have resulted in \$2,671,018 of cumulative net operating losses, which can be carried forward to offset future taxable income. The net operating loss carry forward will begin to expire in 2033, if not utilized. The Company has provided for a valuation allowance against the deferred tax assets of \$908,146 on the expected future tax benefits from the net operating loss carry forward as management believes it is more likely than not that these assets will not be realized in the future.

The Company's effective income tax rate for the three months ended March 31, 2013 was 25%.

## NET INCOME



As a result of the factors mentioned above, net income for the three months ended March 31, 2013 was \$9,765, as compared to \$111 for the corresponding three months period in 2012, an increase of \$9,654. This increase is primarily due to the increase in product revenues, partially offset by an increase in expenses.

**LIQUIDITY AND CAPITAL RESOURCES***Operating activities*

For the three months ended March 31, 2013, net cash used in operating activities was \$112,757. This was attributable primarily to net income of \$9,765, adjusted by non-cash items of depreciation and amortization of \$201,977, imputed interest expenses of \$9,917, gain on disposal of plant and equipment of \$26,290, an increase in accounts and retention receivable by \$713,917, an increase in inventories by \$627,801, a decrease in prepayment and other receivable by \$101,998, an increase in the accounts payable by \$1,093,236, a increase in income tax payable of \$19,106, and an decrease in other payables and accrued liabilities by \$180,748.

The increase in accounts and retention receivable of \$713,917 as compared with 2012 are mainly due to the increase in the product revenues and actively monitoring of accounts receivable with aging above 1 year and those accounting for about 15% of the total accounts receivable. Thus there is no significant credit risk. The Company will consider an allowance for doubtful accounts for any estimated losses resulting from the inability of its customers to make required payments. The Company's accounts receivable aging was as follows:

Items	Total	1-90 days	91-180 days	181-365 days	Above 365 days
Product	7,414,221	993,794	1,094,208	2,806,872	2,519,347
Service	919,368	264,057	155,932	439,540	59,839
Total	8,333,589	1,257,851	1,250,140	3,246,412	2,579,186
Less: allowance for doubtful accounts	36,975	-	-	-	36,975
Accounts receivable, net	8,296,614	1,257,851	1,250,140	3,246,412	2,542,211

As of April 30, 2013, the accounts receivable balance at December 31, 2012 was subsequently reduced as a result of collections by \$1,423,772.

Most of our customers make payments in accordance with the agreed payment terms in a timely manner. In rare cases, we may offer extended payment terms to certain customers for equipment sales. These customers are usually large state-owned corporations with good credit ratings. At the end of each period, we evaluate the structure and collectability of accounts receivable and for those receivables that are past due or not being paid according to the payment terms. We take appropriate actions to exhaust all means of collection, including seeking legal resolution in a court of law, for our collection efforts. As of December, 31, 2012, with respect to two customers that have accounts receivable with aging above 365 days which are not only the long term customers and have the sound business relationship, but also were awarded “A Class” with business scale and reputation. The Company assigned special employee who physically located at those two companies to ensure the collection of accounts receivable. The accounts receivable with aging above 365 days could be collected at the end of May, 2013 and end of December, 2013, respectively by mean of enhancing service and supervising on the spot. As of 31 March, 2013, the accounts receivable of customer B with aging above 365 days was \$929,145 and could be collected at the end of June 2013 and at the end of December 2013 amounting to \$837,622 and \$91,523, respectively. And the accounts receivable of customer A with aging above 365 days was \$1,544,955. This could be collected at the end of June and at the end of December amounting to \$621,982 and \$932,973, respectively. These two customers’ accounts receivable aging and collecting time indicated below:

Customer	AR with aging above 365 days	To be collected amount by June 2013	To be collected amount by December 2013
Customer “A”	1,554,955	621,982	932,973
Customer “B”	929,145	837,622	91,523

We offer a free 12 to 24 months of product warranty on a case-by-case basis, depending upon the type of customers, nature and size of the infrastructure projects. Under such arrangements, a portion of the project contract balance (usually 5-10% of contract value) is withheld by a customer from 12 to 24 months, until the product warranty has expired.

The reason for the increase in inventories of \$627,801 is mainly due to inventory to be distributed in the second quarter in 2013. The prepayments and other receivables were decreased by \$101,998 which are mainly due to the decrease in the prepayment derived from the construction in process. The \$1,093,236 increase in accounts payable was mainly due to the increase in purchase of raw materials for the sales in the second quarter.

### ***Investing activities***

For the three months ended March 31, 2013, net cash used in investing activities was \$59,872 which was primarily used in the remaining of construction of Phase II in the new facility.



In 2008, the Company was approved by the local government to construct a new manufacturing facility for energy-saving products and equipment in Yinzhou District Industrial Park, Tieling City, Liaoning Province, the PRC. It covers an area of 81,561 sq. m acres. Phase I of the project was structurally completed and began its operations in December 2011. Phase II of the project was structurally completed in December 2012, but is not yet fully operational. Our invested project based upon product casting equipment has not been completed due to market conditions and was thus postponed. As of March 31, 2013, the smelting unit was delivered and waiting for installation; hoisting equipment was completely installed and waiting for approval in production and the cleaning equipment is still being constructed. We estimate that all equipment will be operational in the third quarter in 2013 after approval of fire security by the local governmental authority

### ***Financing activities***

For the three months ended 31 March 2013, the net financing cash outflow was \$1,590,882 which was due to the repayment of short-term bank borrowings of \$1,590,882 (Equivalent to RMB 10,000,000).

In May 2012, the Company obtained a new short-term loan of \$1,578,782(Equivalent to RMB 10,000,000) from a related company which is controlled by Ms. Lihua Wang (the Company's CFO) and Mr. Gang Li (the Company's CEO), due November 18, 2012. This note is unsecured, interest-free. The Company and the holders of the notes mutually agreed to extend the maturity date to May 31, 2013 according to the requirement of operation in the company.

### **INFLATION**

We believe that the relatively moderate rate of inflation over the past few years has not had a significant impact on our results of operations.

### **OFF-BALANCE SHEET ARRANGEMENTS**

We do not have any material off-balance sheet arrangements.

### **IMPACT OF RECENTLY ISSUED NEW ACCOUNTING STANDARDS**

We do not expect adoption of recently issued accounting pronouncements to have a significant impact on our results of operations, financial position or cash flow.

**Item 3. Quantitative and Qualitative Disclosures about Market Risk**

Not Applicable.

#### **Item 4. Controls and Procedures**

##### **Conclusion Regarding the Effectiveness of Disclosure Controls and Procedures**

We conducted an evaluation of the effectiveness of the design and operation of our disclosure controls and procedures, as such term is defined under Rule 13a-15(e) promulgated under the Securities Exchange Act of 1934, as amended (Exchange Act), under the supervision of and with the participation of our management, including the Chief Executive Officer and Chief Financial Officer. Based on that evaluation and the identification of a material weakness in internal control over financial reporting described below, our management, including the Chief Executive Officer and Chief Financial Officer, concluded that our disclosure controls and procedures, subject to limitations as noted below, as of March 31, 2013, and during the period prior to and including the date of this report, were not effective.

Internal control over financial reporting is defined in Rule 13a-15(f) under the Exchange Act as a process designed by, or under the supervision of, the company's principal executive officer and principal financial officer and effected by the Company's Board of Directors, management and other personnel, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles and includes those policies and procedures that:

- Pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the Company;

- Provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the Company are being made only in accordance with management authorization; and

- Provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Company's assets that could have a material effect on the financial statements.

Because of its inherent limitations, internal control over financial reporting may not prevent or detect misstatements. Projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Due to the Company's limited resources, the Company does not have accounting personnel with extensive experience in maintaining books and records and preparing financial statements in accordance with US GAAP which could lead

to untimely identification and resolution of accounting matters inherent in the Company's financial transactions in accordance with US GAAP. This material weakness was identified by our Chief Executive Officer and Chief Financial Officer and our plans for remediation continue to be as described in our Annual Report on Form 10-K for the fiscal year ended December 31, 2012, which was filed with the SEC on March 29, 2013.

#### **Changes in Internal Control over Financial Reporting**

Subject to the foregoing disclosure, there were no changes in our internal control over financial reporting during the three months ended March 31, 2013 that materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.



## PART II. OTHER INFORMATION

### Item 1. Legal Proceedings.

**Robert E. Dawley v. NF Energy Corp. of America, M.D. Fla. Case no. 6:10-cv-0115-Orl-22DAB.** Robert Dawley (“Dawley”) commenced this action in the United States District Court for the Middle District of Florida against the Company, Mr. Gang Li and the Company’s litigation counsel on October 1, 2010. The allegations in this action are identical to those that Dawley raised in a prior proceeding in which the United States Court of Appeals for the Eleventh Circuit entered judgment against him and in favor of the Company.

The District Court, upon motion by the defendants, has dismissed six of Dawley’s ten claims with prejudice on the grounds that they are precluded by the Eleventh Circuit’s prior judgment. Dawley has attempted to appeal the District Court’s dismissal to the Eleventh Circuit. (Dawley v NF Energy Saving Corp. of America, U.S.C.A. 11th Cir. Appeal no. 11-10201-F.) However, that Court has questioned whether it has jurisdiction over the matter in light of the continued pendency of four of Dawley’s claims before the District Court.

Dawley has filed an Amended Complaint in the District Court in an effort to address the deficiencies noted by it with respect to his four remaining claims. Defendants have moved to dismiss the Amended Complaint on the grounds that it still fails to allege facts sufficient to state a claim. Whether or not the District Court agrees, the Company intends to contest Dawley’s claims on several grounds, including that he has failed to identify any basis for liability or damages.

In October 19, 2012, The Eleventh Circuit Court of Appeals affirmed the District Court’s dismissal of Dawley’s claims.

As of March 31, 2013, there is no any update regarding this case and the Company does not believe that the judgment would have a material impact on, or result in significant contingencies to, the Company.

### Item 1A. Risk Factors

Not Applicable



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

On February 24, 2013, the Company issued 132,646 shares of its common stock to certain Note holders at a price of \$7.50 per share to fully convert their promissory notes and related interest with an aggregate amount of \$994,836. These securities were issued in reliance upon the exemption from registration provided by Section 4(2) of the Securities Act of 1933 for transactions by an issuer not involving a public offering.

**Item 3. Defaults Upon Senior Securities.**

None.

**Item 4. Mine Safety Disclosures**

**Not applicable.**

**Item 5. Other Information.**

None.

**Item 6. Exhibits.**

The list of Exhibits , required by Item 601 of Regulation S-K to be filed as a part of this Form 10-Q are set forth on the Exhibit Index immediately preceding such Exhibits and is incorporated herein by this reference.

## SIGNATURES

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, there unto duly authorized.

**NF Energy Saving Corporation**  
(Registrant)

Date: May 13, 2013      By:    /s/ Gang Li  
   Gang Li  
   Chairman, Chief Executive Officer and  
   President

Date: May 13, 2013    By: /s/ Lihua Wang  
   Lihua Wang  
   Chief Financial Officer  
   (Principal Financial and Accounting Officer)

## INDEX TO EXHIBITS

<b>Exhibit No.</b>	<b>Description</b>
31.1	Certification of Chief Executive Officer pursuant to Rule 13a-14(a) and 15d-14 of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
31.2	Certification of Chief Financial Officer pursuant to Rule 13a-14(a) and 15d-14 of the Securities Exchange Act of 1934, as adopted pursuant to Section 302 of the Sarbanes-Oxley Act of 2002
32.1	Certification of the Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to section 906 of the Sarbanes-Oxley Act of 2002
32.2	Certification of the Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to section 906 of the Sarbanes-Oxley Act of 2002