UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, DC 20549

FORM 10-Q

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

For the quarterly period ended September 30, 2024

OR

☐ TRANSITION REPORT PURSUANT TO 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from ________ to ________

Commission File Number: 001-31540

FLEXIBLE SOLUTIONS INTERNATIONAL INC.
(Exact Name of registrant as Specified in Its Charter)

Alberta	71-1630889
(State or other jurisdiction of incorporation or organization)	(Employer Identification No.)

6001 54 Ave. Taber, Alberta, Canada	T1G 1X4
(Address of Principal Executive Offices)	(Zip Code)

Registrant's telephone number: (403) 223-2995

N/A
(Former name, former address and former fiscal year, if changed since last report)

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	FSI	NYSE American

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes ☐ No ☒

Indicate by check mark whether the registrant (1) has filed all reports 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 every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T 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, a smaller reporting company or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer", "smaller reporting company" and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer ☐ Accelerated filer ☐

Non-accelerated filer ☒ Smaller reporting company ☒

Emerging growth company ☐

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act. ☐

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

Class of Stock	No. Shares Outstanding	Date
Common	12,455,532	November 14, 2024

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CAUTIONARY NOTE REGARDING FORWARD-LOOKING STATEMENTS

This document contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact are "forward-looking statements" for the purposes of the federal and state securities laws, including, but not limited to: any projections of earnings, revenue or other financial items; any statements of the plans, strategies and objectives of management for future operations; any statements concerning proposed new services or developments; any statements regarding future economic conditions or performance; any statements of belief; and any statements of assumptions underlying any of the foregoing.

Forward-looking statements may include the words "may," "could," "will," "estimate," "intend," "continue," "believe," "expect" or "anticipate" or other similar words. These forward-looking statements present our estimates and assumptions only as of the date of this report. Except for our ongoing obligation to disclose material information as required by the federal securities laws, we do not intend, and undertake no obligation, to update any forward-looking statement.

Although we believe that the expectations reflected in any of our forward-looking statements are reasonable, actual results could differ materially from those projected or assumed in any of our forward-looking statements. Our future financial condition and results of operations, as well as any forward-looking statements, are subject to change and inherent risks and uncertainties. The factors impacting these risks and uncertainties include but are not limited to:

- Increased competitive pressures from existing competitors and new entrants;
- Increases in interest rates or our cost of borrowing or a default under any material debt agreement;
- Deterioration in general or regional economic conditions;
- Adverse state or federal legislation or regulation that increases the costs of compliance, or adverse findings by a regulator with respect to existing operations;
- Loss of customers or sales weakness;
- Inability to achieve future sales levels or other operating results;
- The unavailability of funds for capital expenditures;
- Operational inefficiencies in distribution or other systems; and
- New tariffs relating to raw materials imported from China.

For a detailed description of these and other factors that could cause actual results to differ materially from those expressed in any forward-looking statement, please see "Risk Factors" in our Annual Report on Form 10-K/A for the year ended December 31, 2023.

PART I FINANCIAL INFORMATION

Item 1. Financial Statements.

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.
CONDENSED INTERIM CONSOLIDATED BALANCE SHEETS
(U.S. Dollars)

	September 30, 2024 (Unaudited)	December 31, 2023
Assets		
Current		
Cash	$ 10,619,841	$ 5,017,583
Term deposits (Note 2)	2,370,325	2,690,241
Accounts receivable, net (Note 4, 9, 14)	8,071,431	9,843,056
Inventories (Note 5)	9,719,759	11,134,889
Prepaid expenses and deposits	1,524,163	1,540,923
Total current assets	32,305,519	30,226,692
Property, equipment and leaseholds, net (Note 6)	14,741,025	13,171,787
Right of use assets (Note 3)	-	115,293
Intangible assets (Note 7)	2,160,000	2,280,000
Long term deposits (Note 8)	2,254,141	824,254
Investments (Note 9)	3,548,411	6,033,960
Goodwill (Note 7)	2,534,275	2,534,275
Deferred income tax asset (Note 2)	284,794	284,794
Total Assets	$ 57,828,165	$ 55,471,055
Liabilities		
Current		
Accounts payable	$ 909,914	$ 1,984,592
Accrued liabilities (Note 6)	1,246,177	284,131
Deferred revenue	48,840	148,292
Income taxes payable	5,675,257	4,485,213
Short term line of credit (Note 10)	-	1,810,479
Current portion of long term debt (Note 11)	2,306,674	1,281,632
Current portion of lease liability (Note 3)	-	59,520
Total current liabilities	10,186,862	10,053,859
Deferred income tax liability (Note 2)	260,047	260,047
Long term debt (Note 11)	7,052,982	6,833,304
Lease liability (Note 3)	-	55,773
Total Liabilities	17,499,891	17,202,983
Stockholders' Equity		
Capital stock (Note 13)		
Authorized: 50,000,000 common shares with a par value of $0.001 each; 1,000,000 preferred shares with a par value of $0.01 each Issued and outstanding:		
12,450,532 (December 31, 2023: 12,435,532) common shares	12,451	12,436
Capital in excess of par value	18,471,633	17,932,015
Other comprehensive loss	(694,870)	(795,146)
Accumulated earnings	19,156,878	18,053,051
Total stockholders' equity – controlling interest	36,946,092	35,202,356
Non-controlling interests (Note 14)	3,382,182	3,065,716
Total Stockholders' Equity	40,328,274	38,268,072
Total Liabilities and Stockholders' Equity	$ 57,828,165	$ 55,471,055

— See Notes to Unaudited Condensed Interim Consolidated Financial Statements —

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.
CONDENSED INTERIM CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME (LOSS)
(U.S. Dollars — Unaudited)

	Three Months Ended September 30, 2024	2023
Sales	$ 9,314,937	$ 8,720,621
Cost of sales	5,508,121	7,248,266
Gross profit	3,806,816	1,472,355
Operating Expenses		
Wages	596,820	545,255
Administrative salaries and benefits	288,120	392,051
Insurance	280,846	218,723
Office and miscellaneous	267,484	181,349
Interest expense	132,741	119,599
Consulting	82,261	57,941
Professional fees	78,703	97,057
Travel	64,874	60,796
Advertising and promotion	52,872	50,909
Investor relations and transfer agent fee	39,988	26,626
Utilities	33,080	12,249
Currency exchange	32,633	(6,808)
Research	27,806	52,834
Telecommunications	16,287	15,640
Lease expense	13,820	28,775
Commissions	12,086	-
Shipping	5,186	6,032
Total operating expenses	2,025,607	1,859,028
Operating income (loss)	1,781,209	(386,673)
Gain on investment	32,312	97,254
Loss on sale of investment	(385,123)	-
Interest income	31,565	5,380
Income (loss) before income tax	1,459,963	(284,039)
Income taxes		
Income tax expense	(367,615)	(219,712)
Net income (loss) for the period including non-controlling interests	1,092,348	(503,751)
Less: Net income attributable to non-controlling interests	(480,490)	(214,410)
Net income (loss) attributable to controlling interest	$ 611,858	$ (718,161)
Income per share (basic and diluted)	$ 0.05	$ (0.06)
Weighted average number of common shares (basic)	12,450,532	12,435,532
Weighted average number of common shares (diluted)	12,701,812	12,496,748
Other comprehensive income (loss):		
Net income (loss)	1,092,348	(503,751)
Unrealized income on foreign currency translations	37,935	140,928
Total comprehensive income (loss)	$ 1,130,283	$ (362,823)
Comprehensive income – non-controlling interest	(480,490)	(214,410)
Comprehensive income (loss) attributable to Flexible Solutions International Inc.	$ 649,793	$ (577,233)

— See Notes to Unaudited Condensed Interim Consolidated Financial Statements —

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.
CONDENSED INTERIM CONSOLIDATED STATEMENTS OF OPERATIONS AND COMPREHENSIVE INCOME
(U.S. Dollars — Unaudited)

	Nine Months Ended September 30,	
	2024	**2023**
Sales	$ 29,068,548	$ 28,899,429
Cost of sales	18,502,270	21,303,229
Gross profit	10,566,278	7,596,200
Operating Expenses		
Wages	1,842,362	2,004,568
Administrative salaries and benefits	995,756	1,179,370
Insurance	754,304	648,698
Office and miscellaneous	622,814	355,139
Interest expense	465,138	369,967
Consulting	324,577	190,171
Professional fees	262,168	239,356
Research	216,934	90,169
Travel	192,314	187,060
Advertising and promotion	183,104	161,318
Utilities	183,012	25,223
Investor relations and transfer agent fee	125,466	149,511
Currency exchange	78,679	9,693
Lease expense	56,165	81,715
Telecommunications	45,815	38,650
Shipping	20,029	15,798
Commissions	12,086	2,985
Total operating expenses	6,380,723	5,749,391
Operating income	4,185,555	1,846,809
Gain on investment	330,750	423,957
Loss on sale of investment	(385,123)	-
Loss on lease termination	(41,350)	-
Interest income	141,202	58,565
Income before income tax	4,231,034	2,329,331
Income taxes		
Income tax expense	(1,190,044)	(873,861)
Net income for the period including non-controlling interests	3,040,990	1,455,470
Less: Net income attributable to non-controlling interests	(682,110)	(479,397)
Net income attributable to controlling interest	$ 2,358,880	$ 976,073
Income per share (basic and diluted)	$ 0.19	$ 0.08
Weighted average number of common shares (basic)	12,450,257	12,434,669
Weighted average number of common shares (diluted)	12,536,935	12,517,064
Other comprehensive income:		
Net income	$ 3,040,990	$ 1,455,470
Unrealized gain on foreign currency translations	100,276	200,334
Total comprehensive income	$ 3,141,266	$ 1,655,804
Comprehensive income – non-controlling interest	(682,110)	(479,397)
Comprehensive income attributable to Flexible Solutions International Inc.	$ 2,459,156	$ 1,176,407

— See Notes to Unaudited Condensed Interim Consolidated Financial Statements —

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.
CONDENSED INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS
(U.S. Dollars — Unaudited)

	Nine Months Ended September 30,	
	2024	**2023**
Operating activities		
Net income for the period including non-controlling interest	$ 3,040,990	$ 1,455,470
Adjustments to reconcile net income to cash provided by operations:		
Stock based compensation	513,383	542,474
Depreciation and amortization	1,427,655	1,215,171
Lease right of use amortization	13,694	38,738
Lease right of use financing	1,186	4,822
Loss on termination of lease	41,350	-
Gain on investment	(330,750)	(423,957)
Loss on sale of investment	385,123	-
Changes in non-cash working capital items:		
(Increase) Decrease in accounts receivable	1,771,625	2,535,536
(Increase) Decrease in inventories	1,415,130	4,520,141
(Increase) Decrease in prepaid expenses	16,760	(1,630,304)
Increase (Decrease) in accounts payable and accrued liabilities	(112,632)	1,484,976
Increase (Decrease) in taxes payable	1,190,044	754,542
Increase (Decrease) deferred revenue	(99,452)	(369,543)
Cash provided by operating activities	9,274,106	10,128,066
Investing activities		
Long term deposits	(1,435,327)	(387,614)
Proceeds of equity method investment distributions	430,402	101,034
Net purchase of property, equipment and leaseholds	(2,876,119)	(4,326,208)
Proceeds from sale of investment	2,000,000	-
Non-controlling interest of 317 Mendota	-	200,000
Purchase of investment	-	(470,000)
Cash (used in) investing activities	(1,881,044)	(4,882,788)
Financing activities		
Repayment of short term line of credit	(1,810,479)	(2,818,591)
Repayment of long term debt	(917,692)	(542,148)
Proceeds from loans	2,162,412	2,248,292
Dividends paid	(1,255,053)	(626,777)
Lease financing costs	(50,790)	(43,560)
Distributions to non-controlling interest	(365,644)	(537,314)
Proceeds of issuance of common stock	26,250	13,600
Cash (used in) financing activities	(2,210,996)	(2,306,498)
Effect of exchange rate changes on cash	100,276	200,334
Inflow (outflow) of cash	5,282,342	3,139,114
Cash and term deposits, beginning	7,707,824	6,815,099
Cash and term deposits, ending	$ 12,990,166	$ 9,954,213
Cash and term deposits are comprised of:		
Cash	$ 10,619,841	$ 8,943,972
Term deposits	2,370,325	1,010,241
	$ 12,990,166	$ 9,954,213

— See Notes to Unaudited Condensed Interim Consolidated Financial Statements —

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.
CONDENSED INTERIM CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
(U.S. Dollars – Unaudited)

	Shares	Par Value	Capital in Excess of Par Value	Accumulated Earnings	Other Comprehensive Income (Loss)	Total	Non-Controlling Interests	Total Stockholders' Equity
Balance December 31, 2023	**12,435,532**	**$ 12,436**	**$ 17,932,015**	**$ 18,053,051**	**$ (795,146)**	**$ 35,202,356**	**$ 3,065,716**	**$ 38,268,072**
Translation adjustment	—	—	—	—	27,223	27,223	—	27,223
Net income	—	—	—	457,226	—	457,226	58,983	516,209
Common stock issued	15,000	15	26,235	—	—	26,250	—	26,250
Stock-based compensation	—	—	253,357	—	—	253,357	—	253,357
Balance March 31, 2024	**12,450,532**	**$ 12,451**	**$ 18,211,607**	**$ 18,510,277**	**$ (767,923)**	**$ 35,966,412**	**$ 3,124,699**	**$ 39,091,111**
Translation adjustment	—	—	—	—	35,118	35,118	—	35,118
Net income	—	—	—	1,289,796	—	1,289,796	142,637	1,432,433
Dividends paid	—	—	—	(1,255,053)	—	(1,255,053)	—	(1,255,053)
Distributions to noncontrolling interests	—	—	—	—	—	—	(365,644)	(365,644)
Stock-based compensation	—	—	125,903	—	—	125,903	—	125,903
Balance June 30, 2024	**12,450,532**	**$ 12,451**	**$ 18,337,510**	**$ 18,545,020**	**$ (732,805)**	**$ 36,162,176**	**$ 2,901,692**	**$ 39,063,868**
Translation adjustment	—	—	—	—	37,935	37,935	—	37,935
Net income	—	—	—	611,858	—	611,858	480,490	1,092,348
Stock-based compensation	—	—	134,123	—	—	134,123	—	134,123
Balance September 30, 2024	**12,450,532**	**$ 12,451**	**$ 18,471,633**	**$ 19,156,878**	**$ (694,870)**	**$ 36,946,092**	**$ 3,382,182**	**$ 40,328,274**

— See Notes to Unaudited Condensed Interim Consolidated Financial Statements —

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.
CONDENSED INTERIM CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
(U.S. Dollars – Unaudited)

	Shares	Par Value	Capital in Excess of Par Value	Accumulated Earnings	Other Comprehensive Income (Loss)	Total	Non-Controlling Interests	Total Stockholders' Equity
Balance December 31, 2022	**12,426,260**	**$ 12,426**	**$ 17,523,345**	**$ 15,903,964**	**$ (805,799)**	**$ 32,633,936**	**$ 2,605,034**	**$ 35,238,970**
Translation adjustment	—	—	—	—	(167,239)	(167,239)	—	(167,239)
Net income	—	—	—	884,369	—	884,369	80,125	964,494
Common stock issued	9,272	10	13,590	—	—	13,600	—	13,600
Stock-based compensation	—	—	185,298	—	—	185,298	—	185,298
Balance March 31, 2023	**12,435,532**	**$ 12,436**	**$ 17,722,233**	**$ 16,788,333**	**$ (973,038)**	**$ 33,549,964**	**$ 2,685,159**	**$ 36,235,123**
Translation adjustment	—	—	—	—	226,645	226,645	—	226,645
Net income	—	—	—	809,865	—	809,865	184,862	994,727
Dividends paid	—	—	—	(626,777)	—	(626,777)	—	(626,777)
Non-controlling interest of 317 Mendota LLC	—	—	—	—	—	—	200,000	200,000
Distributions to noncontrolling interests	—	—	—	—	—	—	(387,696)	(387,696)
Stock-based compensation	—	—	181,228	—	—	181,228	—	181,228
Balance June 30, 2023	**12,435,532**	**$ 12,436**	**$ 17,903,461**	**$ 16,971,421**	**$ (746,393)**	**$ 34,140,925**	**$ 2,682,325**	**$ 36,823,250**
Translation adjustment	—	—	—	—	140,928	140,928	—	140,928
Net income	—	—	—	(718,161)	—	(718,161)	214,410	(503,751)
Distributions to noncontrolling interests	—	—	—	—	—	—	(149,618)	(149,618)
Stock-based compensation	—	—	175,948	—	—	175,948	—	175,948
Balance September 30, 2023	**12,435,532**	**$ 12,436**	**$ 18,079,409**	**$ 16,253,260**	**$ (605,465)**	**$ 33,739,640**	**$ 2,747,117**	**$ 36,486,757**

— See Notes to Unaudited Condensed Interim Consolidated Financial Statements —

1. BASIS OF PRESENTATION

These interim condensed consolidated financial statements include the accounts of Flexible Solutions International, Inc. (the "Company"), its wholly-owned subsidiaries Flexible Fermentation Ltd., NanoChem Solutions Inc. ("NanoChem"), Flexible Solutions Ltd., Flexible Biomass LP, FS Biomass Inc., NCS Deferred Corp., Natural Chem SEZC Ltd., InnFlex Holdings Inc., ENP Peru Investments LLC ("ENP Peru"), its 80% controlling interest in 317 Mendota LLC ("317 Mendota"), and its 65% controlling interest in ENP Investments, LLC ("ENP Investments") and ENP Mendota, LLC ("ENP Mendota"). All inter-company balances and transactions have been eliminated upon consolidation. The Company was incorporated on May 12, 1998 in the State of Nevada and in 2019 the Company redomiciled into Alberta, Canada.

The Company and its subsidiaries develop, manufacture and market specialty chemicals which slow the evaporation of water. One product, HEATSAVR®, is marketed for use in swimming pools and spas where its use, by slowing the evaporation of water, allows the water to retain a higher temperature for a longer period of time and thereby reduces the energy required to maintain the desired temperature of the water in the pool. Another product, WATERSAVR®, is marketed for water conservation in irrigation canals, aquaculture, and reservoirs where its use slows water loss due to evaporation. In addition to the water conservation products, the Company also manufactures and markets water-soluble chemicals utilizing thermal polyaspartate biopolymers (hereinafter referred to as "TPAs"), which are beta-proteins manufactured from the common biological amino acid, L-aspartic. TPAs can be formulated to prevent corrosion and scaling in water piping within the petroleum, chemical, utility and mining industries. TPAs are also used as proteins to enhance fertilizers in improving crop yields and can be used as additives for household laundry detergents, consumer care products and pesticides. The TPA division also manufactures two nitrogen conservation products for agriculture that slows nitrogen loss from fields.

2. SIGNIFICANT ACCOUNTING POLICIES

These consolidated financial statements have been prepared on a historical cost basis, except where otherwise noted, in accordance with accounting principles generally accepted in the United States applicable to a going concern and reflect the policies outlined below.

In the opinion of management, the accompanying unaudited condensed interim consolidated financial statements contain all adjustments (all of which are of a normal recurring nature) and disclosures necessary for a fair presentation of the Company's financial position as of September 30, 2024 and the results of its operations for the three and nine months then ended. The consolidated balance sheet as of December 31, 2023 is derived from the December 31, 2023 audited financial statements.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with U.S, GAAP have been condensed or omitted. These unaudited condensed interim consolidated financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in our Form 10-K/A for the year ended December 31, 2023. The results of operations for the period ended September 30, 2024 are not necessarily indicative of the operating results that may be expected for the full year.

(a) Cash and Cash Equivalents.

The Company considers all highly liquid investments purchased with an original or remaining maturity of less than three months at the date of purchase to be cash equivalents. Cash and cash equivalents are maintained with several financial institutions. As of September 30, 2024 and December 31, 2023, the Company did not have any cash equivalents.

(b) Term Deposits.

The Company has four term deposits that are maintained by commercials banks. The first term deposit is for $303,954 and matures in February 2025. This deposit pays 1.3% interest and if withdrawn before maturity, a penalty may be applied. The second term deposit is for $731,767, matures in November 2024 and pays interest at a rate of 3.00%. If withdrawn before maturity, the greater of the loss of accrued interest or $150, plus 1% of the principal shall be levied. The third term deposit is for $1,019,197 and matures in November 2024. This deposit pays 3.85% and if withdrawn before maturity, the greater of the loss of accrued interest or $150, plus 1% of the principal shall be levied. The fourth term deposit is for $315,407, matures in February 2025 and pays interest at a rate of 3%. If withdrawn before maturity, a penalty may be applied.

(c) Inventories and Cost of Sales.

The Company has three major classes of inventory: completed goods, work in progress and raw materials and supplies. In all classes inventories are stated at the lower of cost or net realizable value. Cost is determined on a first-in, first-out basis or weighted average cost formula to inventories in different subsidiaries. Cost of sales includes all expenditures incurred in bringing the goods to the point of sale. Inventory costs and costs of sales include direct costs of the raw material, inbound freight charges, warehousing costs, handling costs (receiving and purchasing) and utilities and overhead expenses related to the Company's manufacturing and processing facilities. Shipping and handling charges billed to customers are included in revenue (2024 - $387,174; 2023 - $381,740). Shipping and handling costs incurred are included in cost of goods sold (2024 - $701,187; 2023 - $771,772).

(d) Allowance for expected credit losses.

The Company's expected credit losses are determined through a review using historical credit loss experience; changes in asset specific characteristics, current conditions, and reasonable and supportable future forecasts, among other specific account data, and is performed at least quarterly. The Company develops and documents its methodology to determine its allowance for expected credit losses. Risk characteristics used by the Company may include customer mix, knowledge of customers and general economic conditions of the various local economics, among others. Specific account balances are written off when management determines the amounts to be uncollectible. Management has reviewed the balance reserved through the allowance for expected losses and believes it is reasonable.

(e) Property, Equipment, Leaseholds and Intangible Assets.

The following assets are recorded at cost and depreciated using the methods and annual rates shown below:

Manufacturing equipment	20% Declining balance
Office equipment	20% Declining balance
Building and improvements	10% Declining balance
Automobiles	Straight-line over 5 years
Technology	Straight-line over 10 years

(f) Impairment of Long-Lived Assets.

In accordance with FASB Codification Topic 360, Property, Plant and Equipment (ASC 360), the Company reviews long-lived assets, including, but not limited to, property, equipment and leaseholds, patents and other assets, for impairment annually or whenever events or changes in circumstances indicate the carrying amounts of assets may not be recoverable. The carrying value of long-lived assets is assessed for impairment by evaluating operating performance and future undiscounted cash flows of the underlying assets. If the expected future cash flows of an asset is less than its carrying value, an impairment measurement is indicated. Impairment charges are recorded to the extent that an asset's carrying value exceeds its fair value. Accordingly, actual results could vary significantly from such estimates. There were no impairment charges during the periods presented.

(g) Foreign Currency.

The functional currency of the Company is the U.S. dollar. The functional currency of three of the Company's subsidiaries is the Canadian dollar. The translation of the Canadian dollar to the reporting currency of the Company, the U.S. dollar, is performed for assets and liabilities using exchange rates in effect at the balance sheet date. Revenue and expense transactions are translated using average exchange rates prevailing during the period. Translation adjustments arising on conversion of the Company's financial statements from the subsidiary's functional currency, Canadian dollars, into the reporting currency, U.S. dollars, are excluded from the determination of income (loss) and are disclosed as other comprehensive income in the consolidated statements of operations and comprehensive income.

Foreign exchange gains and losses relating to transactions not denominated in the applicable local currency are included in operating income (loss) if realized during the year and in comprehensive income (loss) if they remain unrealized at the end of the year.

(h) Revenue Recognition.

The Company generates revenue primarily from energy and water conservation products and biodegradable polymers, as further discussed in Note 15.

The Company follows a five-step model for revenue recognition. The five steps are: (1) identification of the contract(s) with the customer, (2) identification of the performance obligation(s) in the contract(s), (3) determination of the transaction price, (4) allocation of the transaction price to the performance obligation, and (5) recognition of revenue when (or as) the performance obligation is satisfied. The Company has fulfilled its performance obligations when control transfers to the customer, which is generally at the time the product is shipped since risk of loss is transferred to the purchaser upon delivery to the carrier. For shipments which are free-on-board shipping point, the Company has elected to account for shipping and handling activities as a fulfillment cost rather than as an additional promised service and performance obligation.

Since the Company's inception, product returns have been insignificant; therefore, no provision has been established for estimated product returns.

Deferred revenues consist of products sold to distributors with payment terms greater than the Company's customary business terms due to lack of credit history or operating in a new market in which the Company has no prior experience. The Company defers the recognition of revenue until the criteria for revenue recognition has been met and payments become due or cash is received from these distributors.

(i) Stock Issued in Exchange for Services.

The Company's common stock issued in exchange for services is valued at estimated fair market value based upon trading prices of the Company's common stock on the dates of the stock transactions. The corresponding expense of the services rendered is recognized over the period that the services are performed.

(j) Stock-based Compensation.

The Company recognizes compensation expense for all share-based payments in accordance with FASB Codification Topic 718, Compensation — Stock Compensation (ASC 718). Under the fair value recognition provisions of ASC 718, the Company recognizes share-based compensation expense, net of an estimated forfeiture rate, over the requisite service period of the award.

The fair value at grant date of stock options is estimated using the Black-Scholes option-pricing model. Compensation expense is recognized on a straight-line basis over the stock option vesting period based on the estimated number of stock options that are expected to vest. Shares are issued from treasury upon exercise of stock options.

(k) Other Comprehensive Income.

Other comprehensive income refers to revenues, expenses, gains and losses that under generally accepted accounting principles are included in comprehensive income, but are excluded from net income as these amounts are recorded directly as an adjustment to stockholders' equity. The Company's other comprehensive income is comprised only of unrealized foreign exchange gains and losses related to the translation of subsidiaries' functional currency into the reporting currency.

(l) Income Per Share.

Basic earnings per share is computed by dividing income available to common stockholders by the weighted average number of common shares outstanding in the period. Diluted earnings per share are calculated giving effect to the potential dilution of the exercise of options and warrants. Common equivalent shares, composed of incremental common shares issuable upon the exercise of stock options and warrants are included in diluted net income per share to the extent that these shares are dilutive. Common equivalent shares that have an anti-dilutive effect on net income per share have been excluded from the calculation of diluted weighted average shares outstanding for the three and nine months ended September 30, 2024 and 2023.

(m) Use of Estimates.

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates and would impact the results of operations and cash flows.

Estimates and underlying assumptions are reviewed at each period end. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

Significant areas requiring the use of management estimates include assumptions and estimates relating to the valuation of goodwill and intangible assets, valuation of assets acquired at fair value, asset impairment analysis, share-based payments, valuation allowances for deferred income tax assets, determination of useful lives of property, equipment and leaseholds and intangible assets, recoverability of accounts receivable, recoverability of investments, discount rates for right of use assets and the costing and recoverable value of inventory.

(n) Fair Value of Financial Instruments.

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability (an exit price) in the principal or most advantageous market for the asset or liability in an orderly transaction between market participants on the measurement date. Valuation techniques used to measure fair value must maximize the use of observable inputs and minimize the use of unobservable inputs. The standard describes a fair value hierarchy based on three levels of inputs described below, of which the first two are considered observable and the last unobservable, that may be used to measure fair value.

- Level 1 – Quoted prices in active markets for identical assets or liabilities.
- Level 2 – Inputs other than Level 1 that are observable, either directly or indirectly, such as quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.
- Level 3 — Unobservable inputs that are supported by little or no market activity which is significant to the fair value of the assets or liabilities.

The fair values of cash, term deposits, accounts receivable, accounts payable, accrued liabilities and the short term line of credit for all periods presented approximate their respective carrying amounts due to the short term nature of these financial instruments.

The fair value of the long term debt and lease liabilities for all periods presented approximate their respective carrying amounts due to these financial instruments being at market rates.

(o) Contingencies.

Certain conditions may exist as of the date the consolidated financial statements are issued which may result in a loss to the Company but which will only be resolved when one or more future events occur or fail to occur. The Company's management and its legal counsel assess such contingent liabilities, and such assessment inherently involves an exercise of judgment. In assessing loss contingencies related to legal proceedings that are pending against the Company or unasserted claims that may result in such proceedings, the Company's legal counsel evaluates the perceived merits of any legal proceedings or unasserted claims as well as the perceived merits of the amount of relief sought or expected to be sought therein.

If the assessment of a contingency indicates that it is probable that a material loss has been incurred and the amount of the liability can be estimated, the estimated liability would be accrued in the Company's consolidated financial statements. If the assessment indicates that a potential material loss contingency is not probable, but is reasonably possible, or is probable but cannot be estimated, then the nature of the contingent liability, together with an estimate of the range of possible loss if determinable and material, would be disclosed.

Loss contingencies considered remote are generally not disclosed unless they involve guarantees, in which case the guarantees would be disclosed. Legal fees associated with loss contingencies are expensed as incurred. The Company is not aware of any contingencies at the date of these consolidated financial statements.

(p) Income Taxes.

Income taxes are computed by multiplying the Company's taxable net income by the Company's effective tax rates. Deferred income tax assets and liabilities are recognized for the future tax consequences attributable to differences between the consolidated financial statement carrying amounts of existing assets and liabilities and their respective tax bases, and operating loss carry-forwards, if any. Deferred income tax assets and liabilities are measured using enacted tax rates expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. The effect on deferred income tax assets and liabilities of a change in tax rates is recognized in income in the period that includes the enactment date. A valuation allowance is provided to reduce the carrying amount of deferred income tax assets if it is considered more likely than not that some portion, or all, of the deferred income tax assets will not be realized.

In accordance with FASB Codification Topic 740, Income taxes (ASC 740) under the liability method, it is the Company's policy to provide for uncertain tax positions and the related interest and penalties based upon management's assessment of whether a tax benefit is more likely than not to be sustained upon examination by tax authorities. At September 30, 2024, the Company believes it has appropriately accounted for any unrecognized tax benefits.

To the extent the Company prevails in matters for which a liability for an unrecognized benefit is established or is required to pay amounts in excess of the liability, the Company's effective tax rate in a given financial statement period may be affected. Interest and penalties associated with the Company's tax positions are recorded as interest expense in the consolidated statements of income and comprehensive income.

(q) Risk Management.

The Company's credit risk is primarily attributable to its accounts receivable. The amounts presented in the accompanying consolidated balance sheets are net of allowances for doubtful accounts, estimated by the Company's management based on prior experience and the current economic environment. The Company is exposed to credit-related losses in the event of non-payment by customers. Credit exposure is minimized by dealing with only credit worthy counterparties. Revenue for the Company's three primary customers totaled $15,245,382 (52%) for the nine months ended September 30, 2024 (2023 - $14,020,837 or 49%) and $5,549,750 (60%) for the three months ended September 30, 2024 (2023 - $5,811,847 or 67%). Accounts receivable for the Company's three primary customers for the three and nine months ended September 30, 2024 totaled $4,491,287 or 56% (2023 - $4,688,642 or 68%; December 31, 2023 - $6,561,164 or 67%).

The credit risk on cash is limited because the Company limits its exposure to credit loss by placing its cash with major financial institutions. The Company maintains cash balances at financial institutions which at times exceed federally insured amounts. The Company has not experienced any losses in such accounts.

The Company is exposed to foreign risk to the extent that market value rate fluctuations materially differ for financial assets and liabilities denominated in foreign currencies.

In order to manage its exposure to foreign exchange risks, the Company closely monitors the fluctuations in the foreign currency exchange rates and the impact on the value of cash, accounts receivable, and accounts payable and accrued liabilities. The Company has not hedged its exposure to currency fluctuations.

The Company is exposed to interest rate risk to the extent that the fair value or future cash flows for financial liabilities will fluctuate as a result of changes in market interest rates. The Company is exposed to interest rate risk on its long-term debt subject to fixed long-term interest rates.

In order to manage its exposure to interest rate risk, the Company closely monitors fluctuations in market interest risks and will refinance its long-term debt where possible to obtain more favourable rates.

(r) Equity Method Investment.

The Company accounts for investments using the equity method of accounting if the investment provides the Company the ability to exercise significant influence, but not control, over the investee. Significant influence is generally deemed to exist if the Company's ownership interest in the voting stock of the investee ranges between 20% and 50%, although other factors, such as representation on the investee's board of directors, are considered in determining whether the equity method of accounting is appropriate. Under the equity method of accounting, the investment is initially recorded at cost in the consolidated balance sheets under other assets and adjusted for dividends received and the Company's share of the investee's earnings or losses together with other-than-temporary impairments which are recorded through other income (loss), net in the consolidated statements of operations and comprehensive income (loss).

(s) Goodwill and Intangible Assets.

Goodwill represents the excess of the purchase price of an acquired entity over the amounts assigned to the assets acquired and liabilities assumed. Goodwill is not amortized, but is reviewed for impairment annually or more frequently if certain impairment conditions arise. The Company performs an annual goodwill impairment review in the fourth quarter of each year at the reporting unit level. The evaluation begins with a qualitative assessment of the factors that could impact the significant inputs used to estimate fair value. If after performing the qualitative assessment, it is determined that it is more likely than not that the fair value of a reporting unit is greater than its carrying amount, including goodwill, then no further analysis is necessary. However, if the results of the qualitative test are unclear, the Company performs a quantitative test, which involves comparing the fair value of a reporting unit with its carrying amount, including goodwill. The Company uses an income-based valuation method, determining the present value of future cash flows, to estimate the fair value of a reporting unit. If the fair value of a reporting unit exceeds its carrying amount, goodwill of the reporting unit is considered not impaired, and no further analysis is necessary. If the fair value of the reporting unit is less than its carrying amount, goodwill impairment would be recognized equal to the amount of the carrying value in excess of the reporting unit's fair value, limited to the total amount of goodwill allocated to the reporting unit.

Intangible assets primarily include trademarks and trade secrets with indefinite lives and customer-relationships with finite lives. Intangible assets with indefinite lives are not amortized but are tested for impairment on an annual basis, or more frequently if indicators of impairment are present. Indefinite lived intangible assets are assessed using either a qualitative or a quantitative approach. The qualitative assessment evaluates factors including macro-economic conditions, industry and company-specific factors, legal and regulatory environments, and historical company performance in assessing fair value. If it is determined that it is more likely than not that the fair value of the intangible asset is less than its carrying value, a quantitative test is then performed. Otherwise, no further testing is required. When using a quantitative approach, the Company compares the fair value of the intangible asset to its carrying amount. If the estimated fair value of the intangible asset is less than the carrying amount of the intangible asset, impairment is indicated, requiring recognition of an impairment charge for the differential.

In accordance with FASB Codification Topic 350, Intangibles – Goodwill and Other, (ASC 350), qualitative assessments of goodwill and indefinite-lived intangible assets were performed at December 31, 2023. Based on the results of the assessment, it was determined that it is more likely than not the reporting unit, customer lists and trademarks had a fair value in excess of their carrying amounts. Accordingly, no further impairment testing was completed and no impairment charges related to goodwill or indefinite-lived intangibles were recognized during the three or nine months ended September 30, 2024.

Finite-lived intangible assets are amortized on a straight-line basis over their estimated useful lives. The Company reviews for impairment indicators of finite-lived intangibles and other long-lived assets as described in the "Impairment of Long Lived Assets" significant accounting policy.

(t) Recent Accounting Pronouncements.

The Company has implemented all applicable new accounting pronouncements that are in effect. Those pronouncements did not have any material impact on the consolidated financial statements unless otherwise disclosed, and the Company does not believe that there are any other new accounting pronouncements that have been issued that might have a material impact on its financial position or results of operations.

3. LEASES

Leases are evaluated and classified as either operating or finance leases by the lessee and as either operating, sales-type or direct financing leases by the lessor. For leases with terms greater than 12 months, the Company records the related right-of-use ("ROU") asset and lease obligation at the present value of lease payments over the term. Leases may include fixed rental escalation clauses, renewal options and / or termination options that are factored into the determination of lease payments when appropriate. The Company's operating leases are included in ROU assets, lease liabilities-current portion and lease liability-long term portion in the accompanying consolidated balance sheets. ROU assets represent the Company's right to use an underlying asset for the lease term, and lease liabilities represent the obligation to make lease payments arising from the lease. The Company's leases do not usually provide a readily determinable implicit rate; therefore, an estimate of the Company's incremental borrowing rate is used to discount the lease payments based on information available at the lease commencement date. The discount rate used was 5.5%.

In March 2024, the Company consolidated NanoChem operations into the Peru, IL locations and terminated the lease in Naperville, IL. The Company had to pay a penalty of $35,910 and forfeited the $5,440 security deposit to terminate the lease early and incurred a loss of $41,350 on early termination of the lease. The table below summarizes the right-of-use asset and lease liability for the periods ended September 30, 2024 and December 31, 2023.

Right of Use Assets		
Balance at December 31, 2022	$	167,222
Depreciation		(51,929)
Balance at December 31, 2023	$	115,293
Depreciation		(13,694)
Early termination of lease		(101,599)
Balance at September 30, 2024	$	-
Lease Liability		
Balance at December 31, 2022	$	167,222
Lease interest expense		6,151
Payments		(58,080)
Balance at December 31, 2023	$	115,293
Lease interest expense		1,186
Payments		(14,880)
Early termination of lease		(101,599)
Balance at September 30, 2024	$	-

4. ACCOUNTS RECEIVABLE

		September 30, 2024		December 31, 2023
Accounts receivable	$	8,360,850	$	10,133,249
Allowances for expected credit loss		(289,419)		(290,193)
	$	8,071,431	$	9,843,056

5. INVENTORIES

		September 30, 2024		December 31, 2023
Completed goods	$	3,670,960	$	2,682,158
Raw materials and supplies		6,048,799		8,452,731
	$	9,719,759	$	11,134,889

6. PROPERTY, EQUIPMENT AND LEASEHOLDS

	September 30, 2024 Cost	Accumulated Depreciation	September 30, 2024 Net
Buildings and improvements	$ 12,800,594	$ 4,369,392	$ 8,431,202
Automobiles	196,255	161,615	34,640
Office equipment	122,191	116,245	5,946
Manufacturing equipment	12,432,234	6,603,589	5,828,645
Land	440,592	—	440,592
Leasehold improvements	10,000	10,000	—
Technology	101,201	101,201	—
	$ 26,103,067	$ 11,362,042	$ 14,741,025

	December 31, 2023 Cost	Accumulated Depreciation	December 31, 2023 Net
Buildings and improvements	$ 12,341,605	$ 3,896,887	$ 8,444,718
Automobiles	196,255	140,040	56,215
Office equipment	177,623	165,048	12,575
Manufacturing equipment	10,017,466	5,799,779	4,217,687
Land	440,592	—	440,592
Leasehold improvements	88,872	88,872	—
Technology	103,292	103,292	—
	$ 23,365,705	$ 10,193,918	$ 13,171,787

Amount of depreciation expense for nine months ended September 30, 2024 was: $1,307,655 (2023 - $1,095,171) and is included in cost of sales in the unaudited interim condensed consolidated statements of operations and comprehensive income.

In January 2024, the Company lost power during a winter storm and some frozen pipes caused damage at two different locations. Insurance was in place and repairs are currently being made. The Company currently has $423,823 under accrued liability for funds received in the first nine months ended September 30, 2024 but the work has not yet been completed.

7. GOODWILL AND INTANGIBLE ASSETS

Goodwill	
Balance as of December 31, 2023 and September 30, 2024	$ 2,534,275
Indefinite Lived Intangible Assets	
Balance as of December 31, 2023 and September 30, 2024	$ 770,000

Goodwill relates to the acquisition of ENP Investments. Indefinite lived intangible assets consist of trade secrets and trademarks related to the acquisition of ENP Investments.

Definite Life Intangible Assets	
Balance as of December 31, 2022	1,670,000
Amortization	(160,000)
Balance as of December 31, 2023	$ 1,510,000
Amortization	(120,000)
Balance as of September 30, 2024	$ 1,390,000

The amount of amortization for nine months ended September 30, 2024 was $120,000 (2023 - $120,000) and was included in cost of sales in the unaudited interim condensed consolidated statements of operations and comprehensive income.

Definite lived intangible assets consist of customer relationships and software related to the acquisition of ENP Investments.

Estimated amortization expense over the next five years is as follows:

2024	$ 160,000
2025	160,000
2026	160,000
2027	160,000
2028	160,000

8. LONG TERM DEPOSITS

The Company has security deposits that are long term in nature which consist of damage deposits held by landlords and deposits held by various vendors for equipment purchases.

	September 30, 2024	December 31, 2023
Long term deposits	$ 2,254,141	$ 824,254

9. INVESTMENTS

(a) The Company previously held a 50% ownership interest in ENP Peru, split between NanoChem (41.67%) and ENP Investments (8.33%), which was acquired in fiscal 2016. ENP Peru is located in Illinois and leases warehouse space to other entities in the Company. In June 2022, NanoChem acquired an additional 50% ownership interest at a cost of $506,659 paid through a new cash payment was $247,659, mortgage was $259,000. The 35% non-controlling interest of the 8.33% owned by ENP Investments is included in non-controlling interest in these consolidated financial statements. The Company's investment in ENP Peru was previously accounted for using the equity method, however, it is now consolidated into the consolidated financial statements from the date control was obtained. In June 2023, NanoChem purchased the remaining 8.33% of ENP Peru from ENP Investments to become full owner.

It was determined that ENP Peru did not meet the definition of a business in accordance with FASB Codification Topic 805, Business Combinations (ASC 805), and the acquisition was accounted for as an asset acquisition. The following table summarizes the final purchase price allocation of the consideration paid to the respective fair values of the assets acquired and liabilities assumed in ENP Peru as of the acquisition date. The gain on acquisition of ENP Peru represents a gain on remeasurement of the Company's equity method investment immediately prior to the acquisition date.

Purchase consideration	$ 506,659
Assets acquired:	
Cash	7,330
Building	3,750,000
Land	150,000
Liabilities assumed:	
Deferred tax liability	(174,582)
Long term debt	(2,849,500)
Total identifiable net assets:	883,248
Excess of assets acquired over consideration	376,589
Less investment eliminated upon consolidation	(41,538)
Gain on acquisition of ENP Peru	$ 335,051

A summary of the Company's investment follows:

Balance, December 31, 2022	22,642
Return of equity	(8,750)
Gain in equity method investment	27,646
Investment eliminated upon consolidation	(41,538)
Balance, December 31, 2023 and September 30, 2024	$ -

(b) In December 2018, the Company invested $200,000 in Applied Holding Corp. ("Applied"). Applied is a captive insurance company and the Company received a non-convertible promissory note for its investment which becomes due in 2021 but may be extended with notice for a maximum of two years. During the year ended December 31, 2021, the Company entered an agreement with Applied to extend the maturity date of this promissory note to December 2023. In October 2023, the Company received the payment of $200,000 to settle the promissory note and the balance of this investment at September 30, 2024 is $nil (December 31, 2023 - $nil).

(**c)** In December 2018, the Company invested $500,000 in Trio Opportunity Corp. ("Trio"), a privately held entity and a further $470,000 was invested in April 2023. Trio is a real estate investment vehicle and the Company received 97,000 non-voting Class B shares at $10.00/share. In accordance with ASC 321, the Company has elected to account for this investment at cost.

(d) In January 2019, the Company invested in a Florida based LLC that is engaged in international sales of fertilizer additives. The Company accounts for this investment using the equity method of accounting. According to the operating agreement, the Company had a 50% interest in the profit and loss of the Florida based LLC but does not have control. In August 2024, the Company sold a 30.1% interest in the Florida based LLC to an unrelated party for consideration of $2,000,000. The Company has entered into a subsequent agreement for the sale of its remaining 19.9% interest over the next five years for a further $4,000,000. The Company will sell a further 3.98% per year upon receipt of that years $800,000 payment. The Company continues to account for this investment using the equity investment as it exercises significant influence.

A summary of the Company's investment follows:

Balance, December 31, 2022	$	3,758,895
Gain in equity method investment		505,065
Return of equity		(200,000)
Balance, December 31, 2023		4,063,960
Gain in equity method investment		329,976
Return of equity		(430,402)
Sale of 30.1% of interest		(2,385,123)
Balance, September 30, 2024	$	1,578,411

Summarized profit and loss information related to the equity accounted investment is as follows:

		Nine months ended September 30, 2024		Nine months ended September 30, 2023
Net sales	$	10,164,078	$	8,231,298
Gross profit		2,881,438		2,435,858
Net income	$	674,885	$	653,407

During the nine months ended September 30, 2024, the Company had sales of $6,606,882 (2023 - $7,116,232) to the Florida based LLC, of which $1,434,835 is included within Accounts Receivable as at September 30, 2024 (December 31, 2023 - $2,073,813).

(e) In December 2020, the Company invested $500,000 in Lygos Inc. (“Lygos”), a privately held entity, under a Simple Agreement for Future Equity (“SAFE”) agreement. Lygos is a company developing a sustainable aspartic acid microbe strain. In 2021, the Company made a second SAFE investment of $500,000 for a total of $1,000,000. In accordance with ASC 321, the Company has elected to account for this investment at cost.

10. SHORT-TERM LINE OF CREDIT

(a) In June 2024, ENP Investments renewed the line of credit with Stock Yards Bank and Trust (“Stock Yards”). The revolving line of credit is for an aggregate amount of up to the lesser of (i) $4,500,000, or (ii) 50-80% of eligible domestic accounts receivable plus 50% of inventory, capped at $2,000,000. Interest on the unpaid principal balance of this loan will be calculated using the greater of prime or 4.0%. The interest rate at September 30, 2024 is 8% (December 31, 2023 - 8.5%).

The revolving line of credit contains customary affirmative and negative covenants, including the following: compliance with laws, provisions of financial statements and periodic reports, payment of taxes, maintenance of inventory and insurance, maintenance of operating accounts at Stock Yards, Stock Yard’s access to collateral, formation or acquisition of subsidiaries, incurrence of indebtedness, dispositions of assets, granting liens, changes in business, ownership or business locations, engaging in mergers and acquisitions, making investments or distributions and affiliate transactions. NanoChem is a guarantor of 65% of all the principal and other loan costs not to exceed $2,925,000. The non-controlling interest is the guarantor of the remaining 35% of all the principal and other loan costs not to exceed $1,575,000. As of September 30, 2024, ENP Investments was in compliance with all loan covenants.

To secure the repayment of any amounts borrowed under the revolving line of credit, the Company granted Stock Yards a security interest in substantially all of the assets of ENP Investments, exclusive of intellectual property assets.

Short-term borrowings outstanding under the revolving line as of September 30, 2024 were $nil (December 31, 2023 - $1,810,479).

(b) In August 2024, the Company renewed the line of credit with Stock Yards Bank and Trust (“Stock Yards”). The revolving line of credit is for an aggregate amount of up to the lesser of (i) $2,000,000, or (ii) 80% of eligible domestic accounts receivable and certain foreign accounts receivable plus 50% of inventory, capped at $1,000,000. Interest on the unpaid principal balance of this loan will be calculated using the greater of prime or 4.0%. The interest rate at September 30, 2024 is 8% (December 31, 2023 - 8.5%).

The revolving line of credit contains customary affirmative and negative covenants, including the following: compliance with laws, provision of financial statements and periodic reports, payment of taxes, maintenance of inventory and insurance, maintenance of operating accounts at Stock Yards, Stock Yards access to collateral, formation or acquisition of subsidiaries, incurrence of indebtedness, dispositions of assets, granting liens, changes in business, ownership or business locations, engaging in mergers and acquisitions, making investments or distributions and affiliate transactions. The covenants also require that the Company maintain a minimum ratio of qualifying financial assets to the sum of qualifying financial obligations. As of September 30, 2024, the Company was in compliance with all loan covenants.

To secure repayment of any amounts borrowed under the revolving line of credit, the Company granted Stock Yards a security interest in substantially all of the assets of NanoChem, exclusive of intellectual property assets.

Short-term borrowings outstanding under the revolving line as of September 30, 2024 were $nil (December 31, 2023 were $nil).

11. LONG TERM DEBT

(a) In January 2020, ENP Mendota refinanced its mortgage and signed a loan for $450,000 with Stock Yards to be repaid over 10 years with monthly installments plus interest. Interest for the first five years is at 4.35% and it will be adjusted for the last five years to the Cincinnati Federal Home Bank Loan 5 year fixed index plus 4.5%. Interest expense for the nine months ended September 30, 2024 was $13,069 (2023 - $13,459). The balance owing at September 30, 2024 was $390,572 (December 31, 2023 - $399,269).

To secure repayment of any amounts borrowed under the mortgage, the Company granted Stock Yards a security interest in the real property under the mortgage and all rents on this property.

(b) In June 2022, NanoChem signed a loan for $1,935,000 with Stock Yards with an interest rate of 4.90% to be repaid over three years with equal monthly payments including interest. The funds were used to replace the loans at Midland for the purchase of the 65% interest in ENP Investments and the new manufacturing equipment. Interest expense for the nine months ended September 30, 2024 was $29,492 (2023 - $53,176). The balance owing at September 30, 2024 was $513,078 (December 31, 2023 - $1,004,748).

(c) In January 2020 ENP Peru signed a $3,000,000 loan with an interest rate 4.35% to be repaid over ten years with equal monthly payments including interest. Upon the purchase of the remainder of ENP Peru in June 2022, the Company assumed the first mortgage at Stock Yards with a balance of $2,849,500. Interest expense for the nine months ended September 30, 2024 was $90,096 (2023 - $92,304). The balance owing at September 30, 2024 was $2,678,581 (December 31, 2023 - $2,737,232).

(d) In June 2022, ENP Peru obtained a second mortgage for $259,000 with Stock Yards to be repaid over 10 years with monthly installments plus interest with an interest rate of 5.4%. Interest expense for the nine months ended September 30, 2024 was $10,237 (2023 - $10,447). The balance owing at September 30, 2024 was $245,570 (December 31, 2023 - $250,207).

(e) In December 2022, NanoChem signed a three year loan for up to $2,000,000 with Stock Yards with an interest rate of 6.5%. Interest only payments are required for the first 18 months with interest and principal being paid in the last 18 months. The funds are being used to purchase new manufacturing equipment. Interest expense for the nine months ended September 30, 2024 was $81,693 (2023 - $50,361). The balance owing at September 30, 2024 was $1,680,424 (December 31, 2023 - $1,475,188).

(f) In June 2023, 317 Mendota signed a five year loan for up to $3,240,000 with Stock Yards to purchase a building and any necessary renovations. Interest only payments are required for the first 12 months with interest and principal being paid the remaining four years and a lump sum due in June 2028. Interest expense for the nine months ended September 30, 2024 was $132,712 (2023 - $47,450). The balance owing at September 30, 2024 was $2,236,386 (December 31, 2023 - $2,248,292).

(g) In August 2024, NanoChem signed a five year loan for $1,637,600 with Stock Yards to be repaid over 5 years with monthly installment plus interest with an interest rate of 7%. The funds were used to buy new manufacturing equipment. Interest expense for the nine months ended September 30, 2024 was $9,871 (2023 - $nil). The balance owing at September 30, 2024 was $1,615,045 (December 31, 2023 - $nil).

As of September 30, 2024, Company was in compliance with all loan covenants.

Continuity		September 30, 2024		December 31, 2023
Balance, January 1	$	8,114,936	$	6,154,077
Plus: Proceeds from loans		2,162,412		2,686,682
Less: Payments on loan		(917,692)		(725,823)
Balance, end of period	$	9,359,656	$	8,114,936

Outstanding balance		September 30, 2024		December 31, 2023
a) Long term debt – Stock Yards Bank & Trust	$	390,572	$	399,269
b) Long term debt – Stock Yards Bank & Trust		513,078		1,004,748
c) Long term debt – Stock Yards Bank & Trust		2,678,581		2,737,232
d) Long term debt – Stock Yards Bank & Trust		245,570		250,207
e) Long term debt – Stock Yards Bank & Trust		1,680,424		1,475,188
f) Long term debt – Stock Yards Bank & Trust		2,236,386		2,248,292
g) Long term debt – Stock Yards Bank & Trust		1,615,045		-
Long-term debt		9,359,656		8,114,936
Less: current portion		(2,306,674)		(1,281,632)
	$	7,052,982	$	6,833,304

12. STOCK OPTIONS

The Company has a stock option plan ("Plan"). The purpose of this Plan is to provide additional incentives to key employees, officers, directors and consultants of the Company and its subsidiaries in order to help attract and retain the best available personnel for positions of responsibility and otherwise promote the success of the Company's business. It is intended that options issued under this Plan constitute non-qualified stock options. The general terms of awards under the option plan are that 100% of the options granted will vest the year following the grant unless a executive employee is granted a multi-year stock option grant where an equal amount vests over the next 5 years. The maximum term of options granted is 5 years and the exercise price for all options are issued for not less than fair market value at the date of the grant.

The following table summarizes the Company's stock option activities for the year ended December 31, 2023 and the nine months ended September 30, 2024:

	Number of shares	Exercise price per share	Weighted average exercise price
Balance, December 31, 2022	1,686,000	$ 1.70 – 4.13	$ 3.26
Cancelled or expired	(564,000)	$ 3.46 – 4.13	$ 3.55
Exercised	(8,000)	$ 1.70	$ 1.70
Balance, December 31, 2023	1,114,000	$ 1.75 – 3.61	$ 3.13
Granted	1,000,000	$ 2.00	$ 2.00
Cancelled or expired	(108,000)	$ 1.75 – 3.61	$ 2.09
Exercised	(15,000)	$ 1.75	$ 1.75
Balance, September 30, 2024	1,991,000	$ 2.00 – 3.61	$ 2.63
Exercisable, September 30, 2024	810,000	$ 2.00 – 3.61	$ 2.86

The weighted-average remaining contractual life of outstanding options is 3.4 years.

The fair value of each option grant is calculated using the following weighted average assumptions:

	2024
Expected life – years	3.0
Interest rate	3.893 – 4.44%
Volatility	59.72 – 60.96%
Weighted average fair value of options granted	$ 0.71 – 0.90

During the nine months ended September 30, 2024, the Company granted 56,000 options to consultants (2023 – nil) and has applied ASC 718 using the Black-Scholes option-pricing model, which resulted in expenses of $29,820 (2023 - $nil). Options granted in other years resulted in expenses in the amount of $nil for consultants (2023 - $47,391). During the nine months ended September 30, 2024, employees were granted 944,000 (2023 – nil) stock options, which resulted in expenses of $352,373 (2023 – nil). Options granted in other years resulted in additional expenses in the amount of $131,190 for employees during the nine months ended September 30, 2024 (2023 - $491,013). There were 15,000 employee and nil consultant stock options exercised during the nine months ended September 30, 2024 (2023 – 8,000 employee; nil consultant).

As of September 30, 2024, there was approximately $607,078 of compensation expense related to non-vested awards. This expense is expected to be recognized over a weighted average period of 1.74 years.

The aggregate intrinsic value of vested options outstanding at September 30, 2024 is $637,270 (2023 – $nil). The intrinsic value of options exercised during the nine months ended September 30, 2024 was $720 (2023 - $11,520).

13. CAPITAL STOCK

During the nine months ended September 30, 2024, 15,000 shares were issued upon the exercise of employee stock options (2023 – 8,000).

In the nine months ended September 30, 2024, the Company announced a special dividend of $0.10 per share that was paid on May 16, 2024 to shareholders for a total payment of $1,255,053.

During the nine months ended September 30, 2023, the Company issued 1,272 shares to a consultant for services rendered, resulting in an expense of $4,070 on the unaudited interim condensed consolidated statements of operations and comprehensive income for the nine months ended September 30, 2023.

In the nine months ended September 30, 2023, the Company announced a special dividend of $0.05 per share that was paid on May 16, 2023 to shareholders for a total payment of $626,777.

14. NON-CONTROLLING INTERESTS

(a) ENP Investments is a limited liability corporation ("LLC") that manufactures and distributes golf, turf and ornamental agriculture products in Mendota, Illinois. The Company owns a 65% interest in ENP Investments through its wholly-owned subsidiary NanoChem. An unrelated party ("NCI") owns the remaining 35% interest in ENP Investments. ENP Mendota is a wholly owned subsidiary of ENP Investments. ENP Mendota is a LLC that leases warehouse space. For financial reporting purposes, the assets, liabilities and earnings of both of the LLC's are consolidated into these financial statements. The NCI's ownership interest in ENP Investments is recorded in non-controlling interests in these consolidated financial statements. The non-controlling interest represents NCI's interest in the earnings and equity of ENP Investments. ENP Investments is allocated to the TPA segment.

ENP Investments makes cash distributions to its equity owners based on formulas defined within its Ownership Interest Purchase Agreement dated October 1, 2018. Distributions are defined in the Ownership Interest Purchase Agreement as cash on hand to the extent it exceeds current and anticipated long-term and short-term needs, including, without limitation, needs for operating expenses, debt service, acquisitions, reserves, and mandatory distributions, if any.

From the effective date of acquisition onward, the minimum distributions requirements under the Ownership Interest Purchase Agreement were satisfied. The total distribution from the effective date of acquisition onward was $3,591,601.

Balance, December 31, 2022	$	2,605,034
Distribution		(719,439)
Non-controlling interest share of income		1,015,604
Balance, December 31, 2023		2,901,199
Distribution		(365,644)
Non-controlling interest share of income		762,806
Balance, September 30, 2024	$	3,298,361

During the nine months ended September 30, 2024, the Company had sales of $5,238,881 (2023 - $4,728,562) to NCI, of which $2,571,320 is included in Accounts Receivable as of September 30, 2024 (December 31, 2023 – $4,225,028).

b) 317 Mendota is a LLC that owns real estate that the Company intends to occupy part of while renting out the excess. The Company owns a 80% interest in 317 Mendota and an unrelated party ("317 NCI") owns the remaining 20% interest in 317 Mendota. For financial reporting purposes, the assets, liabilities and earnings of 317 Mendota are consolidated into these financial statements. The 317 NCI's ownership interest in 317 Mendota is recorded in non-controlling interests in these consolidated financial statements. The non-controlling interest represents 317 NCI's interest in the earnings and equity of 317 Mendota. 317 Mendota is allocated to the TPA segment as that is the intended use of the building.

Balance, December 31, 2022	$	-
Acquisition		200,000
Non-controlling interest share of income		(35,483)
Balance, December 31, 2023		164,517
Non-controlling interest share of income		(80,696)
Balance, September 30, 2024	$	83,821

15. SEGMENTED, SIGNIFICANT CUSTOMER INFORMATION AND ECONOMIC DEPENDENCY

The Company operates in two segments:

(a) Energy and water conservation products (as shown under the column heading "EWCP" below), which consists of a (i) liquid swimming pool blankets which save energy and water by inhibiting evaporation from the pool surface, and (ii) food-safe powdered form of the active ingredient within the liquid blankets and which are designed to be used in still or slow moving drinking water sources.

(b) Biodegradable polymers, also known as TPA's (as shown under the column heading "BCPA" below), used by the petroleum, chemical, utility and mining industries to prevent corrosion and scaling in water piping. This product can also be used in detergents to increase biodegradability and in agriculture to increase crop yields by enhancing fertilizer uptake.

The third product line is nitrogen conservation products used for the agriculture industry. These products decrease the loss of nitrogen fertilizer after initial application and allows less fertilizer to be used. These products are made and sold by the Company's TPA division.

The accounting policies of the segments are the same as those described in Note 2, Significant Accounting Policies. The Company evaluates performance based on profit or loss from operations before income taxes, not including nonrecurring gains and losses and foreign exchange gains and losses

The Company's reportable segments are strategic business units that offer different, but synergistic products and services. They are managed separately because each business requires different technology and marketing strategies.

Three months ended September 30, 2024:

	EWCP	TPA	Total
Revenue	$ 291,830	$ 9,023,107	$ 9,314,937
Interest expense	309	132,432	132,741
Depreciation and amortization	3,840	484,291	488,131
Income tax expense	57,549	310,066	367,615
Segment profit (loss)	89,106	522,752	611,858
Segment assets	3,359,017	54,279,169	57,638,186
Expenditures for segment assets	-	(1,212,422)	(1,212,422)

Three months ended September 30, 2023:

	EWCP	TPA	Total
Revenue	$ 144,794	$ 8,575,827	$ 8,720,621
Interest expense	-	119,599	119,599
Depreciation and amortization	4,380	459,217	463,597
Income tax expense	12,770	206,942	219,712
Segment profit (loss)	(22,105)	(696,056)	(718,161)
Segment assets	3,697,284	54,279,169	53,094,632
Expenditures for segment assets	-	(542,014)	(542,014)

Nine months ended September 30, 2024:

	EWCP	TPA	Total
Revenue	$ 500,934	$ 28,567,614	$ 29,068,548
Interest expense	309	464,829	465,138
Depreciation and amortization	11,551	1,416,104	1,427,655
Income tax expense	69,449	1,120,595	1,190,044
Segment profit (loss)	(91,290)	2,450,170	2,358,880
Segment assets	3,359,017	54,279,169	57,638,186
Expenditures for segment assets	-	(2,876,119)	(2,876,119)

Nine months ended September 30, 2023:

	EWCP	TPA	Total
Revenue	$ 446,056	$ 28,453,373	$ 28,899,429
Interest expense	-	369,967	369,967
Depreciation and amortization	13,099	1,202,072	1,215,171
Income tax expense	25,341	848,520	873,861
Segment profit (loss)	(215,095)	1,191,168	976,073
Segment assets	3,697,284	49,397,348	53,094,632
Expenditures for segment assets	-	(4,326,208)	(4,326,208)

Sales by territory are shown below:

	Nine months ended September 30, 2024	Nine months ended September 30, 2023
Canada	$ 229,956	$ 413,265
United States and abroad	28,838,592	28,486,164
Total	$ 29,068,548	$ 28,899,429

The Company's long-lived assets (property, equipment, leaseholds, right of use assets, intangibles, and goodwill) are located in Canada and the United States as follows:

	September 30, 2024	December 31, 2023
Canada	$ 128,053	$ 142,577
United States	19,307,247	17,958,778
Total	$ 19,435,300	$ 18,101,355

Three primary customers accounted for $15,245,382 (52%) of sales during the nine-month period ended September 30, 2024 (2023 - $14,020,837 or 49%).

16. SUBSEQUENT EVENTS

In October 2024, the Company issued 5,000 shares upon the exercise of employee stock options.

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

Overview

The Company manufactures and markets biodegradable polymers which are used in the oil, gas and agriculture industries. The Company also develops, manufactures and markets specialty chemicals that slow the evaporation of water.

Results of Operations

We have three product lines.

The first is a chemical ("EWCP") used in swimming pools and spas. The product forms a thin, transparent layer on the water's surface. The transparent layer slows the evaporation of water, allowing the water to retain a higher temperature for a longer period of time thereby reducing the energy required to maintain the desired temperature of the water. A modified version of EWCP can also be used in reservoirs, potable water storage tanks, livestock watering pods, canals, and irrigation ditches for the purpose of reducing evaporation.

The second product, biodegradable polymers ("TPAs"), is used by the petroleum, chemical, utility and mining industries to prevent corrosion and scaling in water piping. TPAs can also be used to increase biodegradability in detergents and in the agriculture industry to increase crop yields by enhancing fertilizer uptake.

The third product line is nitrogen conservation products used for the agriculture industry. These products decrease the loss of nitrogen fertilizer after initial application and allows less fertilizer to be used. These products are made and sold by the Company's TPA division.

Material changes in the Company's Statement of Operations for nine and three months ended September 30, 2024 compared to the same period in the prior year are discussed below:

Nine Months ended September 30, 2024

Item	Increase (I) or Decrease (D)	Reason
Sales		
EWCP products	I	Increased customer orders.
TPA products	I	Increased customer orders.
Gross profit	I	Raw material costs declined to catch up with customer price reductions already in place.
Wages	D	Increased reliance on consultants instead of full time employees.
Administrative salaries and benefits	D	One time decrease in the salary of Dan O'Brien effective October 2023.
Insurance	I	Prior year increase in assets and in sales resulted in higher insurance costs.
Office and Miscellaneous	I	One time moving costs associated with closing the Naperville location.
Interest expense	I	Increased debt resulted in increased interest expense.
Consulting	I	Increased reliance on consultants instead of full time employees.
Research	I	New product development.
Utilities	I	Addition of real estate not yet rented out.
Investor relations	D	Reduced shares traded and filings required in 2023 did not reoccur in 2024.
Currency exchange	I	Currency exchange increased as a result of movements in the US / Canadian dollar exchange rate and its effects on US dollar cash balances and US dollar payables held by the Company's Canadian subsidiaries.
Lease expense	D	Termination of lease in Naperville, IL reduced costs.
Loss on lease termination	I	One time cost incurred terminating lease in Naperville, IL.
Interest income	I	Increased interest rates combined with increase in term deposits.
Gain on investment	D	Sale of 30.1% of Florida based LLC reduced our Company's portion of the profits.
Loss on sale of investment	I	One time loss on the sale of 30.1 % of Florida based LLC,

Three Months ended September 30, 2024

Item	Increase (I) or Decrease (D)	Reason
Sales		
EWCP products	I	Increased customer orders.
TPA products	I	Increased customer orders.
Gross profit	I	Raw material costs declined to catch up with customer price reductions already in place.
Administrative salaries and benefits	D	One time decrease in the salary of Dan O'Brien effective October 2023.
Insurance	I	Prior year increase in assets and in sales resulted in higher insurance costs.
Office and Miscellaneous	I	One time moving costs associated with closing the Naperville location.
Interest expense	I	Increased debt resulted in increased interest expense.
Consulting	I	Increased reliance on consultants instead of full time employees.
Utilities	I	Addition of real estate not yet rented out.
Currency exchange	I	Currency exchange increased as a result of movements in the US / Canadian dollar exchange rate and its effects on US dollar cash balances and US dollar payables held by the Company's Canadian subsidiaries.
Lease expense	D	Termination of lease in Naperville, IL reduced costs.
Interest income	I	Increased interest rates combined with increase in term deposits.
Gain on investment	D	Sale of 30.1% of Florida based LLC reduced our Company's portion of the profits.
Loss on sale of investment	I	One time loss on the sale of 30.1 % of Florida based LLC,

Three customers accounted for 60% of our sales during the three months ended September 30, 2024 (2023 –67%) and 52% of our sales during the nine months ended September 30, 2024 (2023 – 49%). The amount of revenue (all from the sale of TPA products) attributable to each customer is shown below.

Customer	Three months ended September 30, 2024	Three months ended September 30, 2023	Nine months ended September 30, 2024	Nine months ended September 30, 2023
Company A	$ 2,812,736	$ 2,524,802	$ 5,238,881	$ 4,728,562
Company B	$ 1,794,262	$ 2,561,698	$ 6,606,882	$ 7,116,232
Company C	$ 942,752	$ 343,776*	$ 3,399,619	$ 2,035,666*
Company D	$ 754,646*	$ 725,347	$ 3,328,826*	$ 2,176,042

*not a primary customer in that period

Customers with balances greater than 10% of our receivables as of September 30, 2024 and 2023 are shown below:

	September 30, 2024	September 30, 2023
Company A	$ 2,571,320	$ 2,154,033
Company B	$ 1,434,983	$ 2,274,958

Other factors that will most significantly affect future operating results will be:

- the sale price of crude oil which is used in the manufacture of aspartic acid we import from China. Aspartic acid is a key ingredient in our TPA products;
- activity in the oil and gas industry, as we sell our TPA products to oil and gas companies;
- drought conditions, since we also sell our TPA products to farmers; and

Other than the foregoing we do not know of any trends, events or uncertainties that have had, or are reasonably expected to have, a material impact on our revenues or expenses.

Capital Resources and Liquidity

The Company's sources and (uses) of cash for the nine months ended September 30, 2024 and 2023 are shown below:

	2024	2023
Cash provided (used) by operations	9,274,106	10,128,066
Long term deposits	(1,435,327)	(387,614)
Proceeds of equity investment	430,402	101,034
Proceeds from sale of investment	2,000,000	-
Non-controlling interest of 317 Mendota	-	200,000
Purchase of investment	-	(470,000)
Purchase of equipment	(2,876,119)	(4,326,208)
Repayments of short term line of credit	(1,810,479)	(2,818,591)
Repayment of long term debt	(917,692)	(542,148)
Proceeds of long term debt	2,162,412	2,248,292
Dividends paid	(1,255,053)	(626,777)
Lease payments	(50,790)	(43,560)
Distributions to non-controlling interest	(365,644)	(537,314)
Proceeds from issuance of common stock	26,250	13,600
Changes in exchange rates	100,276	200,334

The Company has sufficient cash resources to meets its future commitments and cash flow requirements for the coming year. As of September 30, 2024, working capital was $22,118,657 (December 31, 2023 - $20,172,833) and the Company has no substantial commitments that require significant outlays of cash over the coming fiscal year.

Other than as disclosed above, the Company does not anticipate any capital requirements for the twelve months ending September 30, 2025.

Other than as disclosed above, the Company does not know of any trends, demands, commitments, events or uncertainties that will result in, or that are reasonable likely to result in, its liquidity increasing or decreasing in any material way.

See Note 2 to the condensed interim consolidated financial statements included as part of this report for a description of the Company's significant accounting policies.

Item 4. CONTROLS AND PROCEDURES.

Evaluation of Disclosure Controls and Procedures

Under the direction and with the participation of our management, including our Principal Executive and Financial Officer, we conducted an evaluation of the effectiveness of the design and operation of our disclosure controls and procedures as of September 30, 2024. We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed in our periodic reports with the Securities and Exchange Commission is recorded, processed, summarized and reported within the time periods specified in the SEC's rules and regulations, and that such information is accumulated and communicated to our management, including our principal executive and financial officer, as appropriate, to allow timely decisions regarding required disclosure. Our disclosure controls and procedures are designed to provide a reasonable level of assurance of reaching desired disclosure control objectives. Based on the evaluation, our Principal Executive and Financial Officer concluded that these disclosure controls and procedures are effective as of September 30, 2024

Changes in Internal Control over Financial Reporting

Our management, with the participation of our Principal Executive and Financial Officer, evaluated whether any change in our internal control over financial reporting occurred during the three months ended September 30, 2024. Based on that evaluation, it was concluded that there has been no change in our internal control over financial reporting during the three months ended September 30, 2024 that materially affected, or is reasonably likely to materially affect, our internal control over financial reporting.

PART II

Item 5. Other Information

None of our directors or officers adopted or terminated a Rule 10b5-1 trading arrangement or a non-Rule 10b5-1 trading arrangement (as defined in Item 408(c) of Regulation S-K) during the quarterly period ending September 30, 2024

Item 6. Exhibits.

Number	Description
3.1	Articles of Continuance (Articles of Incorporation) (1)
3.2	Bylaws (2)
31.1	Certification of Principal Executive Officer Pursuant to §302 of the Sarbanes-Oxley Act of 2002.*
31.2	Certification of Principal Financial Officer Pursuant to §302 of the Sarbanes-Oxley Act of 2002.*
32.1	Certification of Principal Executive and Financial Officer Pursuant to 18 U.S.C. §1350 and §906 of the Sarbanes-Oxley Act of 2002.*
101.INS	Inline XBRL Instance Document
101.SCH	Inline XBRL Taxonomy Extension Schema Document
101.CAL	Inline XBRL Taxonomy Extension Calculation Linkbase Document
101.DEF	Inline XBRL Taxonomy Extension Definition Linkbase Document
101.LAB	Inline XBRL Taxonomy Extension Label Linkbase Document
101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase Document
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

* Filed with this report.

(1) Incorporated by reference the same exhibit filed with the Company's March 31, 2022 10-Q report.

(2) Incorporated by reference to Exhibit 3(ii) filed the Company's 8-K report dated April 10, 2022.

SIGNATURES

In accordance with the requirements of Section 13 or 15(d) of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

November 14, 2024

FLEXIBLE SOLUTIONS INTERNATIONAL, INC.

By:	*/s/ Daniel B. O'Brien*
Name:	Daniel B. O'Brien
Title:	President and Principal Executive Officer
By:	*/s/ Daniel B. O'Brien*
Name:	Daniel B. O'Brien
Title:	Principal Financial and Accounting Officer

Exhibit 31.1

CERTIFICATIONS

I, Daniel O'Brien, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Flexible Solutions International, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

b) designed such internal control over financial reporting, or cause such internal control over financial reporting to be designed under our supervision, 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;

c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of the internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

b) any fraud, whether or not material, that involves management or other employees who have significant role in the registrant's internal control over financial reporting.

November 14, 2024

/s/ Daniel B. O'Brien
Daniel O'Brien
Principal Executive Officer

Exhibit 31.2

CERTIFICATIONS

I, Daniel O'Brien, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Flexible Solutions International, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

a) designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

b) designed such internal control over financial reporting, or cause such internal control over financial reporting to be designed under our supervision, 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;

c) evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

d) disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of the internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

a) all significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

b) any fraud, whether or not material, that involves management or other employees who have significant role in the registrant's internal control over financial reporting.

November 14, 2024	*/s/ Daniel B. O'Brien*
	Daniel O'Brien
	Principal Financial Officer

Exhibit 32.1

CERTIFICATION OF PRINCIPAL EXECUTIVE OFFICER
PURSUANT TO 18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO
SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

Solely for the purposes of complying with 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, I, the undersigned Principal Executive and Financial Officer of Flexible Solutions International, Inc. (the “Company”), hereby certify that, to the best of my knowledge, the Quarterly Report on Form 10-Q of the Company for the quarter ended September 30, 2024 (the “Report”) fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934 and that the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

November 14, 2024	*/s/ Daniel B. O’Brien*
	Daniel B. O’Brien
	Principal Executive and Financial Officer