OTC Markets Group

Joining us today is John Shaw, the CEO of Itaconix, that trades on our OTCQB venture market under the ticker ITXXF. Itaconix uses its proprietary plant-based polymer technology platform to produce and sell specialty ingredients that improve the safety performance and sustainability of consumer products. The company's current ingredients are enabling and leading a new generation of products in detergents, hygiene, and hair care. John, thanks so much for joining us today.

John Shaw

Thanks a lot, Cecilia. Great to be on again.

OTC Markets Group

Absolutely. Welcome back. So, to start, tell us again about Itaconix and what makes the company unique.

John Shaw

Well, Cecilia, you know, really our purpose, story, and values start every day in your home. The glasses that you drink out of, the clothes that you wear, surfaces in your home, even your pets. We make plant-based ingredients that are enabling new generations of consumer products that, as you said, are safer, perform better. are more affordable and more sustainable on it. So, with that, our ingredients are found in products in every major retail in North America and Europe. Products that you interact with every day. dishwasher detergents, laundry detergents, hairspray, carpet cleaners, pet shampoos, even bubble baths on it. And we're really, we're unique because we add that safety, performance, affordability, and sustainability globally in over 250 brands. in growing and we're the only company that makes these patented ingredients. It's a great position to be in.

OTC Markets Group

So yeah, with cleaning being your biggest focus, where are Itaconix ingredients having the greatest impact, and how is this translating into your business model?

John Shaw

Our biggest impact right now is in the 70 billion annual dishwasher cycles across Europe, North America, and elsewhere. That's a big number. There are a lot of dish pods and tablets going into dishwashers like you probably put into your dishwasher three or four times a week. Our plant-based scale inhibitor prevents the detrimental effects that water hardness like calcium and other minerals can have. on getting your glasses plates, pots and pans clean. So right now, we think we're in about 2 billion annual dishwasher uses per year. So, it's still a small percentage, but that's translated in about 80 % of our $8 .3 million dollars in revenues that we had in the first half of 2026. So, it's a big number. It's going to get a lot bigger into a big area where we have great advantages on it.

OTC Markets Group

Talk about solid unit dose detergents and their impact in your industry.

John Shaw

Well, our ingredients have performance that makes them highly attractive in unit dose powder. uh pods and tablets uh First, they deliver excellent premium performance. Second, they're plant-based and safe for the consumer and for the environment and interestingly, third, they have multi functionality performance. that allows for more compact pods and tablets. They use less chemicals and save money. So, brands are using our ingredients. are winning consumers in the market and then more detergent producers are switching to our ingredients. to make sure they maintain their competitive position on it.

OTC Markets Group

You recently provided updates on innovation beyond cleaning, particularly in paints and agriculture. Talk about this initiative.

John Shaw

Well, you're right. Our immediate focus is on the value we bring to those 70 billion dishwasher cycles. And then there are many more billions of laundry machine cycles. And that will allow us to become a large, profitable. special ingredient company with these

applications. but our ambitions are much larger. So, we continue to develop new products and applications. First, we're progressing a development of an entirely new class of safer paints. They have no emission of volatile organic chemicals. They're based on plant ingredients and formulations, really a major advance in terms of the safety that we can put into paints. and second, we're looking at plant-based soil additives to improve the health and survival of plants. We're on field trials on corn and soybeans in seven states in the United States, and we expect our product will increase crop yields. from the better plant health and survival. So safer paints, better crops to go on top of, safer ingredients for detergents. I'm just really excited about the opportunities and products in front of us to be a $100 million dollar company.

OTC Markets Group

Oh, that's really exciting. Looking at the wider consumer products industry. What changes are you seeing in the consumer demand and regulation? And how is Itaconix approaching the market?

John Shaw

We look at it really the relationship the consumers have in their home with the products that they use. And I think that is changing. Everybody is living right now with lots of disruptions and certainties and concerns in our world. This has been going on for many years, if not decades and it's hard to find, it's hard for many people to feel as they have much control over a lot of the forces that causes the issues. But we do have our homes. yeah, our apartments, our houses, and we have buying power. And we have control over what we do in our homes and we want them to be safe, you know are your clothes safe for you your family in the environment are your dishes safe for you your family environment what can we do to make our world better so I think all of that is really leading to very positive trends for us in terms of enabling new generations of safer, more affordable, and more sustainable. products with our plant-based ingredients on it and it... a lot of it comes down to just we're giving consumers want some control of what's around them. And we're working with brands that are delivering on making it safer for them.

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Well, finally, what should investors be looking for the end of Q4, 2026, and then for the next year, 2027?

John Shaw

Well, we grew 60% last year. We just completed our fourth consecutive half of growth at over 70% year-to-year growth. And maybe for some... reasonable historical reasons, we're trading at less than. four times our revenue run rate. While I look at our peers in the renewable chemical and specialty chemical ingredients space that trade at far higher multiples of revenues on it. So, as we keep advancing across multiple high revenue opportunities, I think investors... We can look for investors, particularly the value-oriented microcap traders, to help reset our valuations to get closer to our peers. We're in a great position to do that. We have. We have the products, we have the commercial momentum, we have the customers and we have the cash revenues there to grow. So I think I'm looking over the. next year or so to see a major reset in our valuation.

OTC Markets Group

All right, John, thanks so much for joining us again today. We look to look forward to talking again next year.

John Shaw

Super. Really great to be on. Looking forward to a great year ahead.

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Absolutely. Itaconix trades under the symbol ITXXF on our OTCQB Venture Market.