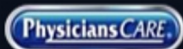




Acme United Corporation

(NYSE American: ACU)

FIRST AID / MEDICAL



OFFICE / COMMERCIAL



SPORTING GOODS



INVESTOR PRESENTATION

MAY 2023

Safe Harbor Statement

Forward-looking statements in this report, including without limitation, statements related to the Company's plans, strategies, objectives, expectations, intentions and adequacy of resources, are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such forward-looking statements involve risks and uncertainties that may impact the Company's business, operations and financial results, including those risks and uncertainties resulting from the global COVID-19 pandemic, future waves of COVID-19, including through the Delta and Omicron variants and any new variant strains of the underlying virus; any future pandemics; the continuing effectiveness, global availability, and public acceptance of existing vaccines; the effectiveness, availability, and public acceptance of vaccines against variant strains of potential new viruses; and the heightened impact the pandemic has on many of the risks described herein, including, without limitation, risks relating to disruptions in our supply chain, and labor shortages, any of which could materially adversely impact the Company's ability to manufacture, source or distribute its products, both domestically and internationally.

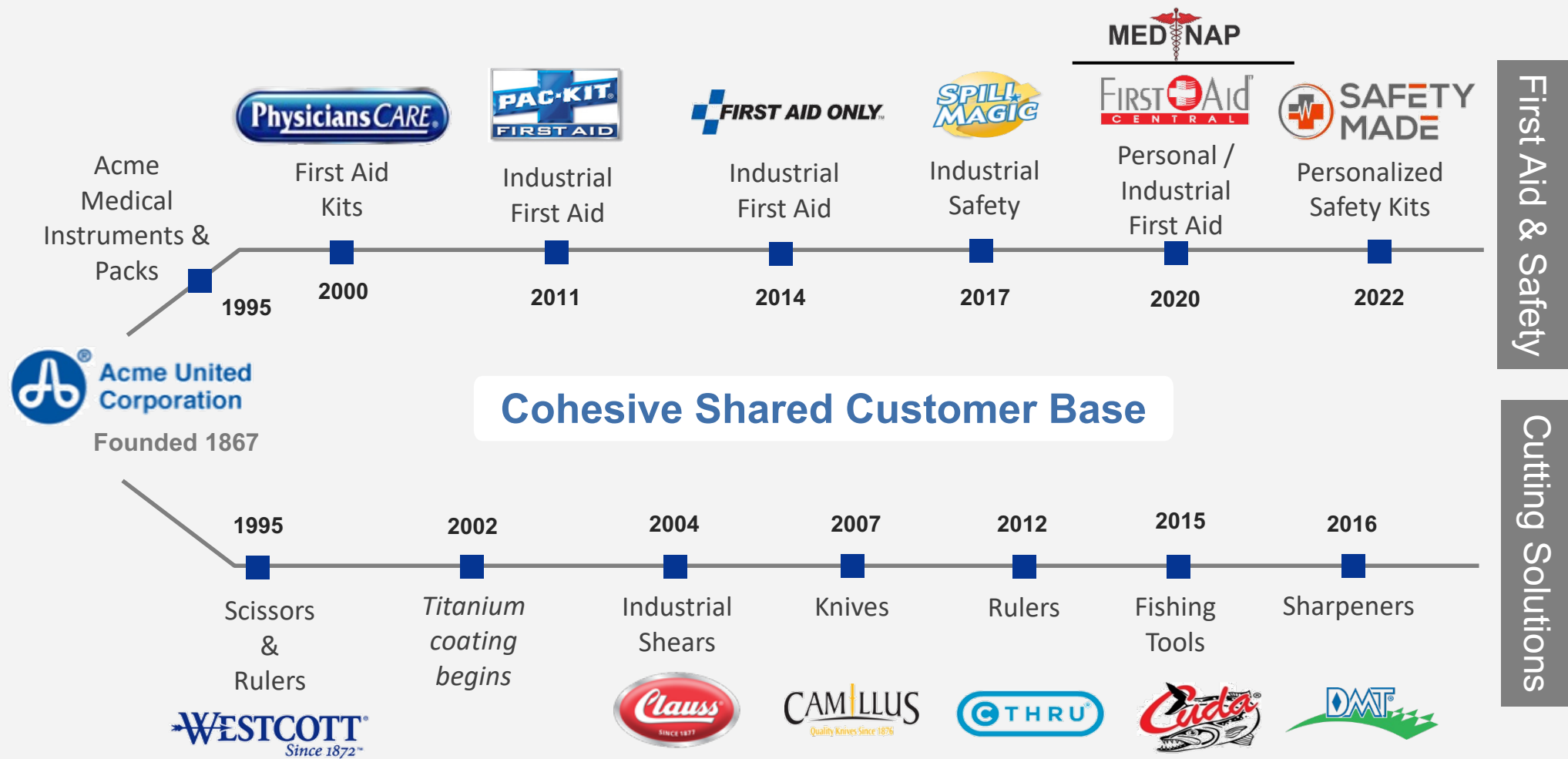
NYSE American: ACU

- › Leader in innovative safety solutions and cutting technology
- › 13 consecutive years of record sales
- › Driving growth through innovation
- › Premier and diversified customer base
- › Successful history of acquisitions
- › Driving productivity improvements and cost savings
- › Positioned for strong financial performance and additional acquisitions



Corporate Overview

- Growth fueled by a combination of **brands, technology and expanding distribution**
- Successful series of **opportunistic acquisitions** in two adjacent areas
- **Leveraging growth** through shared technologies, cross-brand collaboration and cross- selling that drive value across ACU's platform



Acquisition of Safety Made

- Leading manufacturer of first aid kits for the promotional products industry
- Acquired on June 1, 2022
- 2021 revenues of approx. \$4.9MM and EBITDA of approx. \$1.2MM
- Immediately accretive and exceeding expectations
- Provides a platform to expand sales of personalized products in all of Acme United's product categories



SAFETY MADE

2022

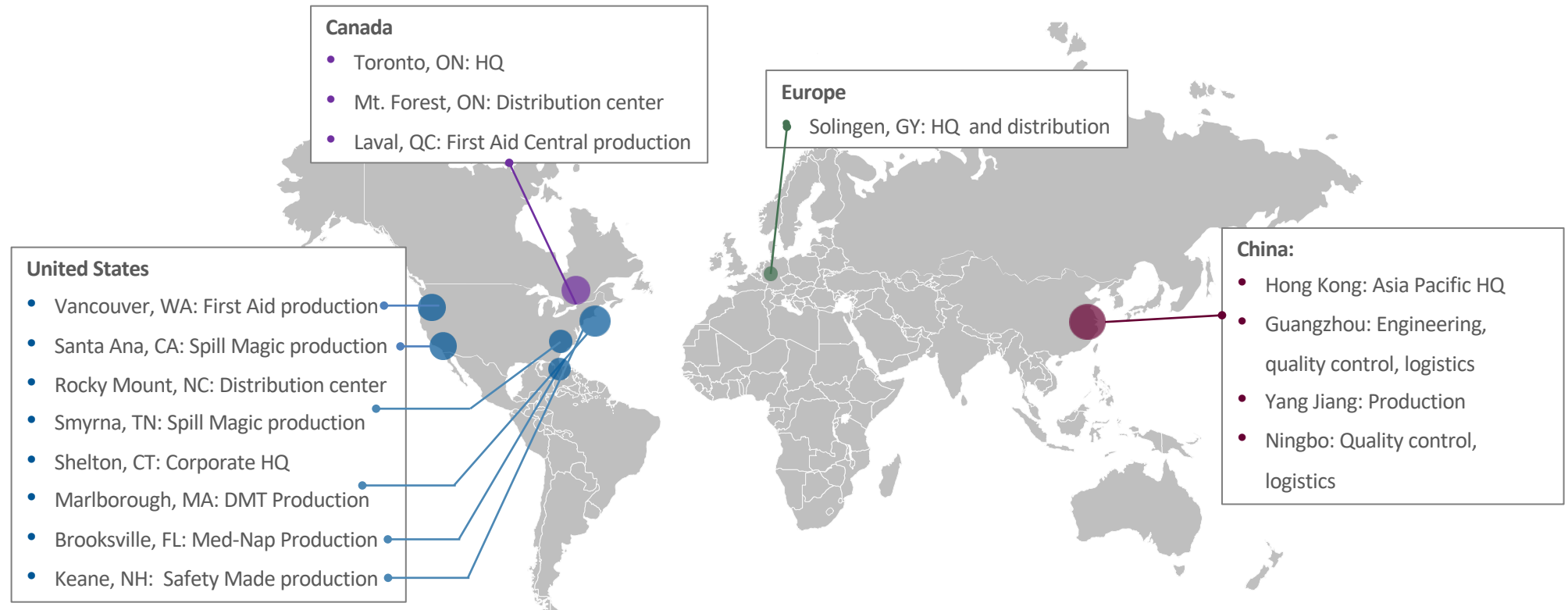
PREPARE FOR LIFE

Blue Mountain, Silverwood Beach, Ducat, Life Gear, DieHard, Dorcy, SAGE

www.SAFETYMADE.COM ASI/84514 PPAI/713525 SAGE/51275 UPIC/SAFEMADE

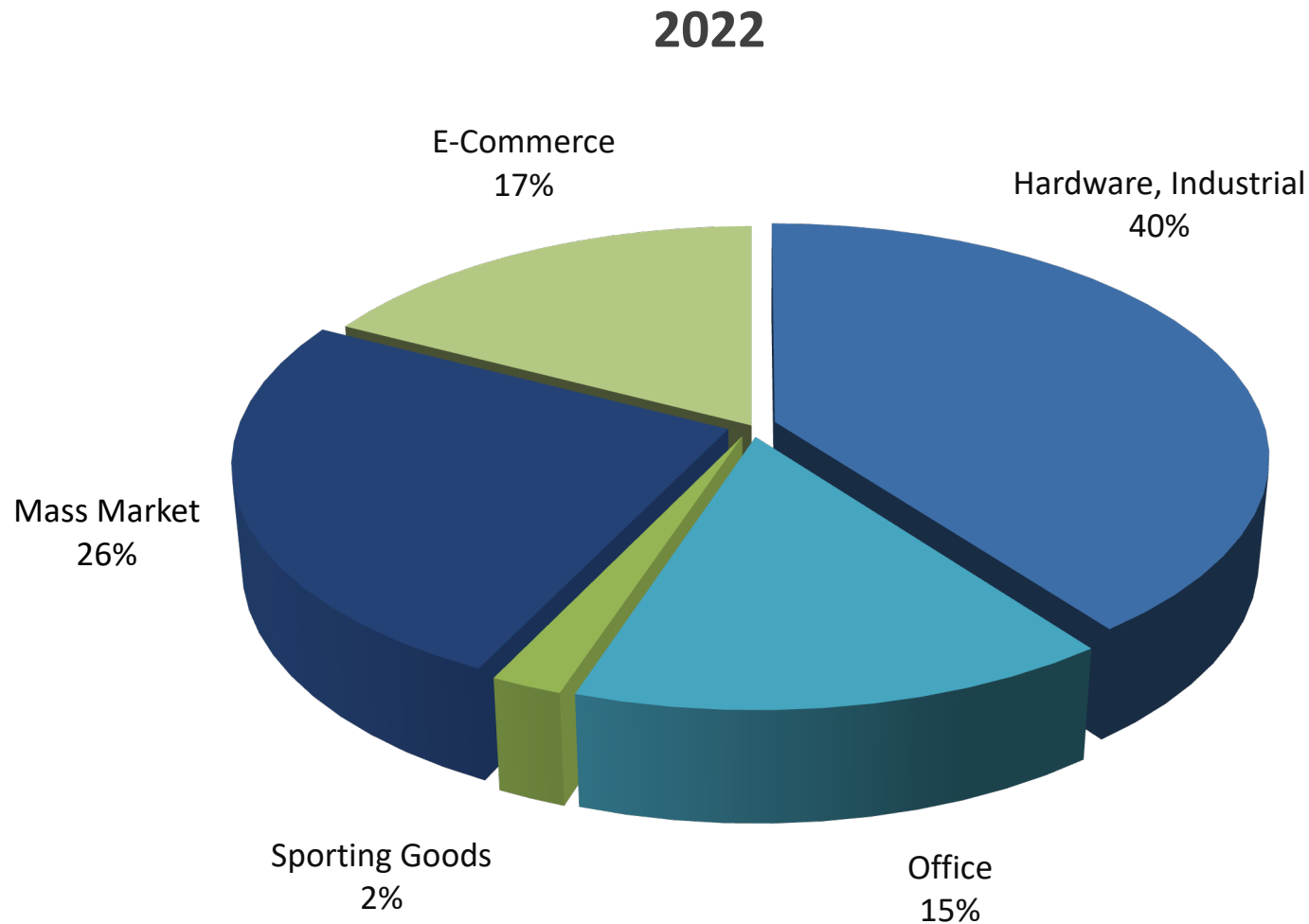
2022 SAGE RATED SUPPLIER

Acme United International Footprint



Eight most recent acquisitions were U.S. or Canadian manufacturers

Diversified Distribution



Strong growth in e-commerce channel

Financial Results

2022: Exceptional Supply Chain Costs

- War in Ukraine disrupted shipping lanes
- Ports were overwhelmed
- Container costs increased to \$20,000+ per transit
- Oil prices spiked
- Truckers unable to pick up goods
- Ports charged substantial demurrage fees
- \$4.4 million in unexpected shipping costs incurred

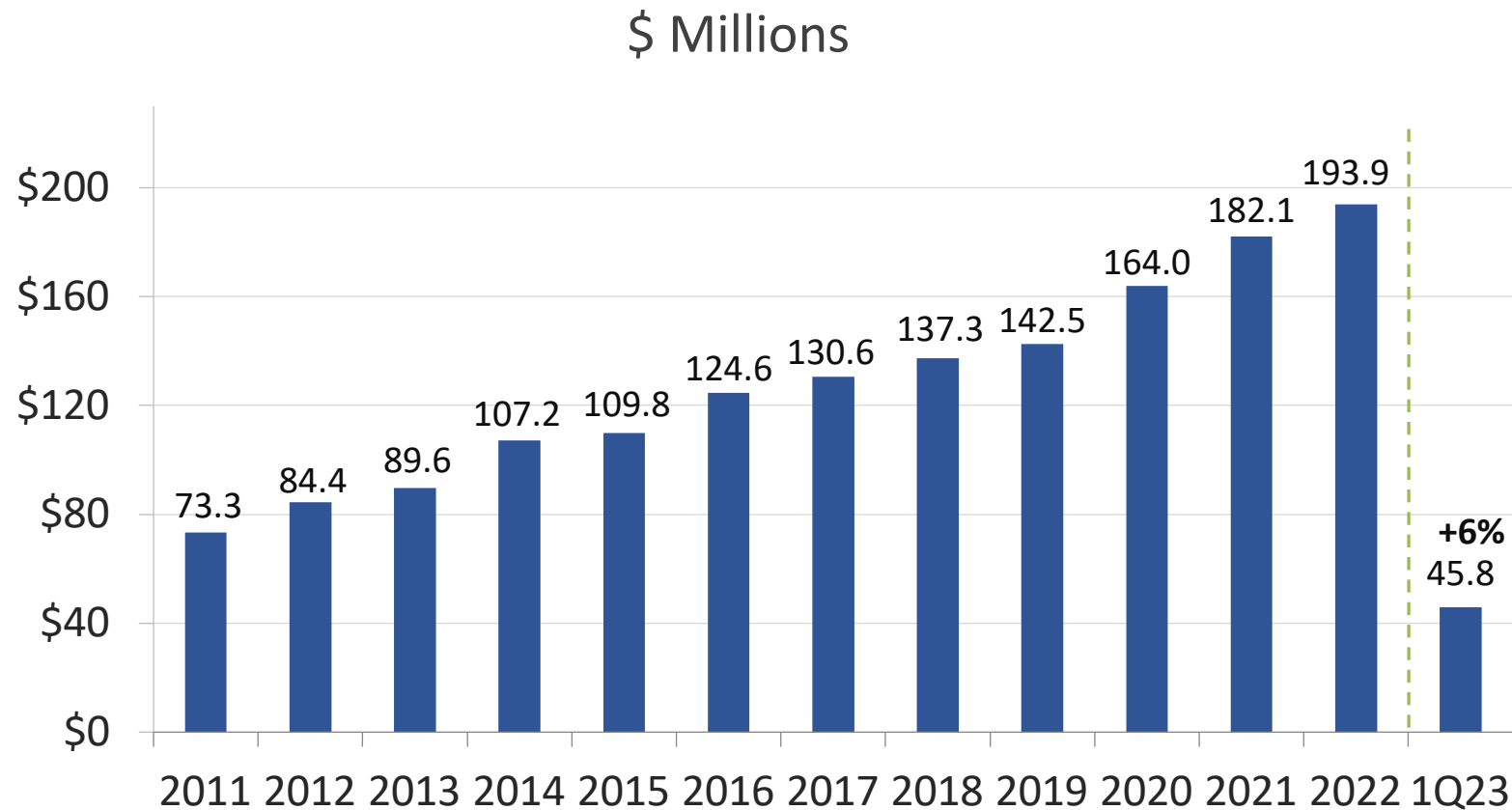
Supply chain issues began abating in fall of 2022
and have continued to improve

Productivity and Cost Savings

- Selling expenses reduced by **\$600,000** annually
- Product cost savings of **\$2.4 million** annually
- Labor costs reduced by **\$800,000** annually
- New equipment at Med-Nap and Spill Magic to generate **\$1.2 million** of additional gross profit

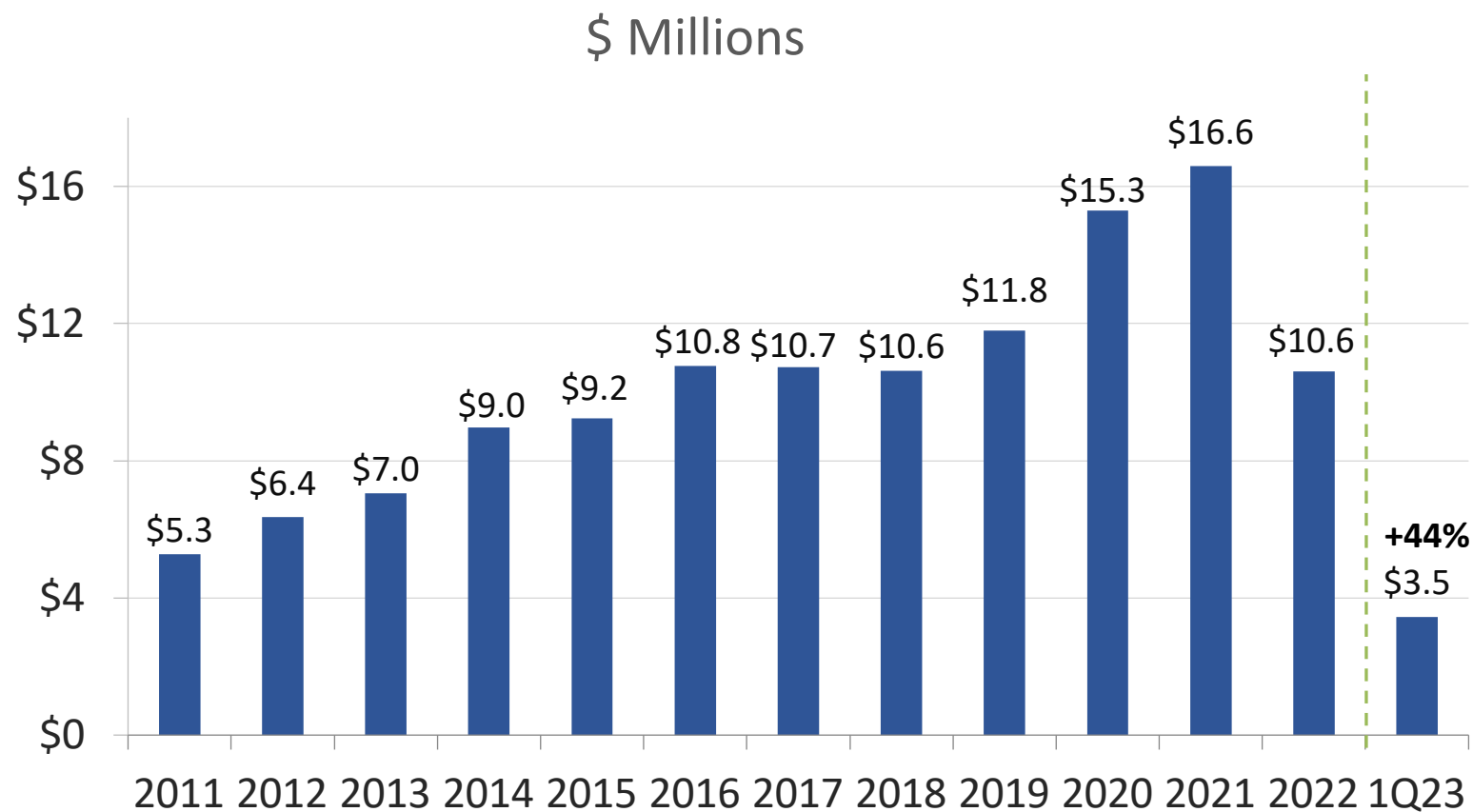
Productivity improvements and cost savings expected to generate
over \$5.0 million in 2023 and
to contribute to robust financial performance

Net Sales



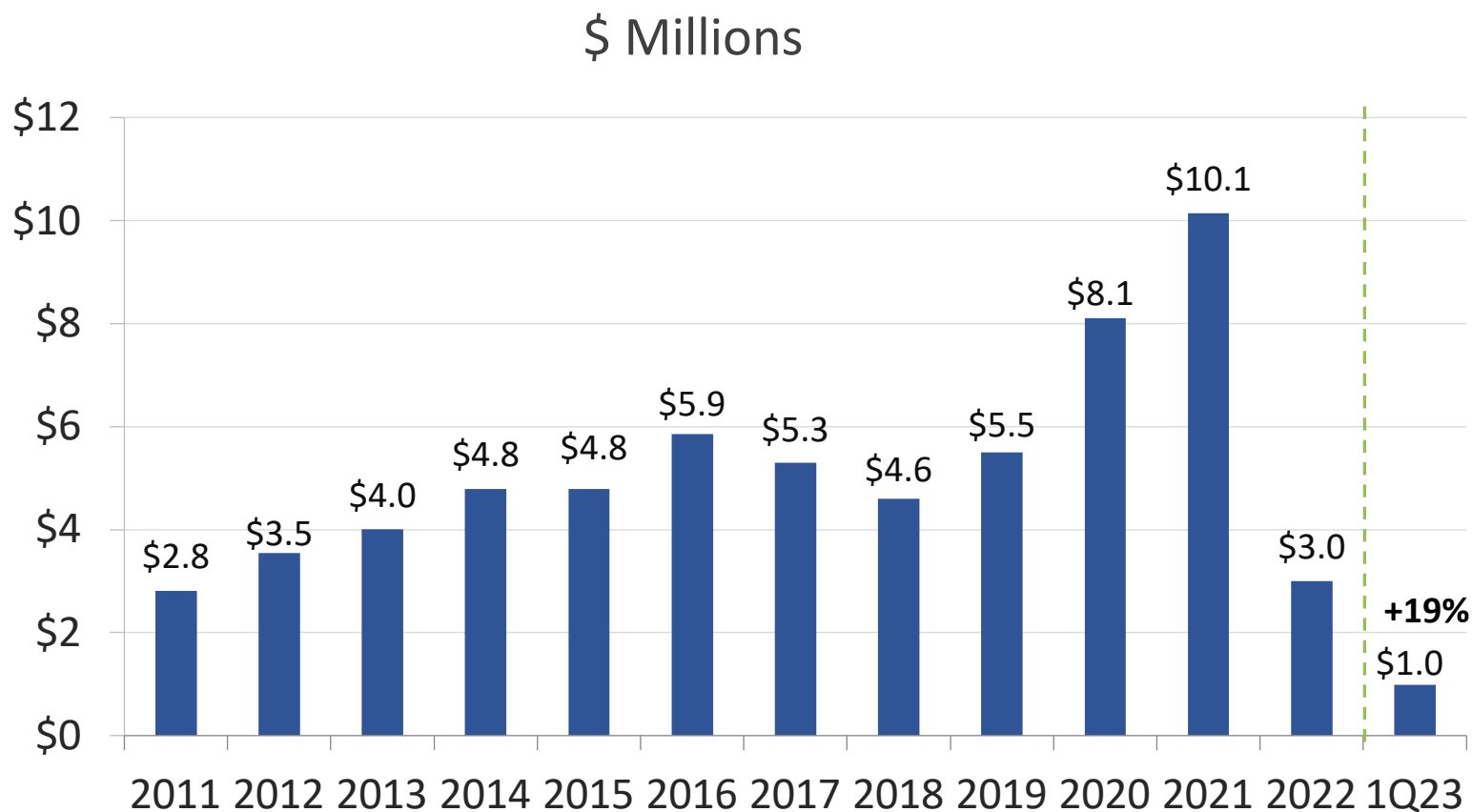
13-year track record of consecutive sales increases, driven by new products and market share gains, continued in 1Q 2023

EBITDA



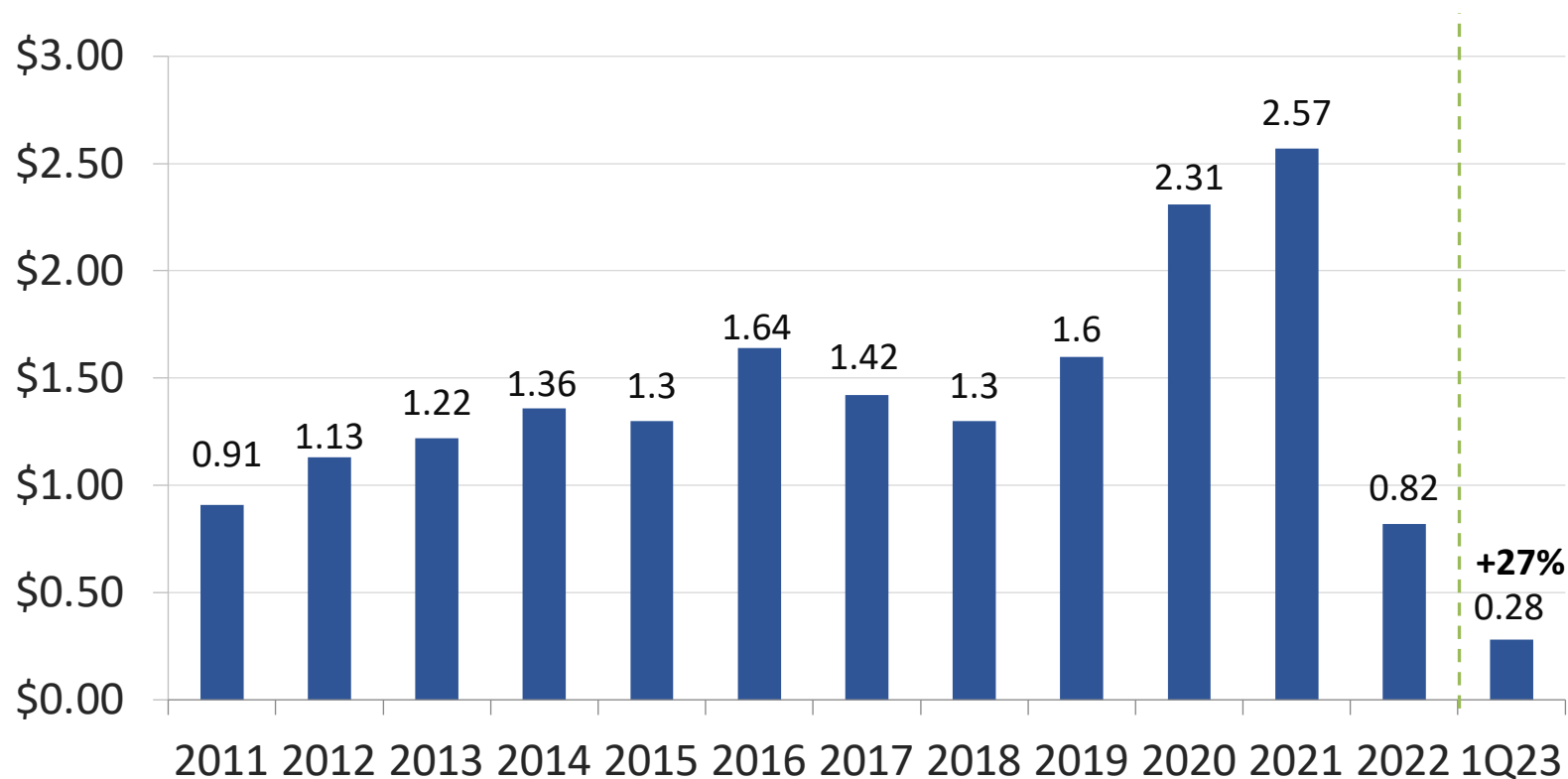
EBITDA, impacted by extra supply chain costs in 2022, rebounded in 1Q 2023

Net Income



Net income, impacted by extra supply chain costs and rising interest rates in 2022, rose sharply in 1Q 2023

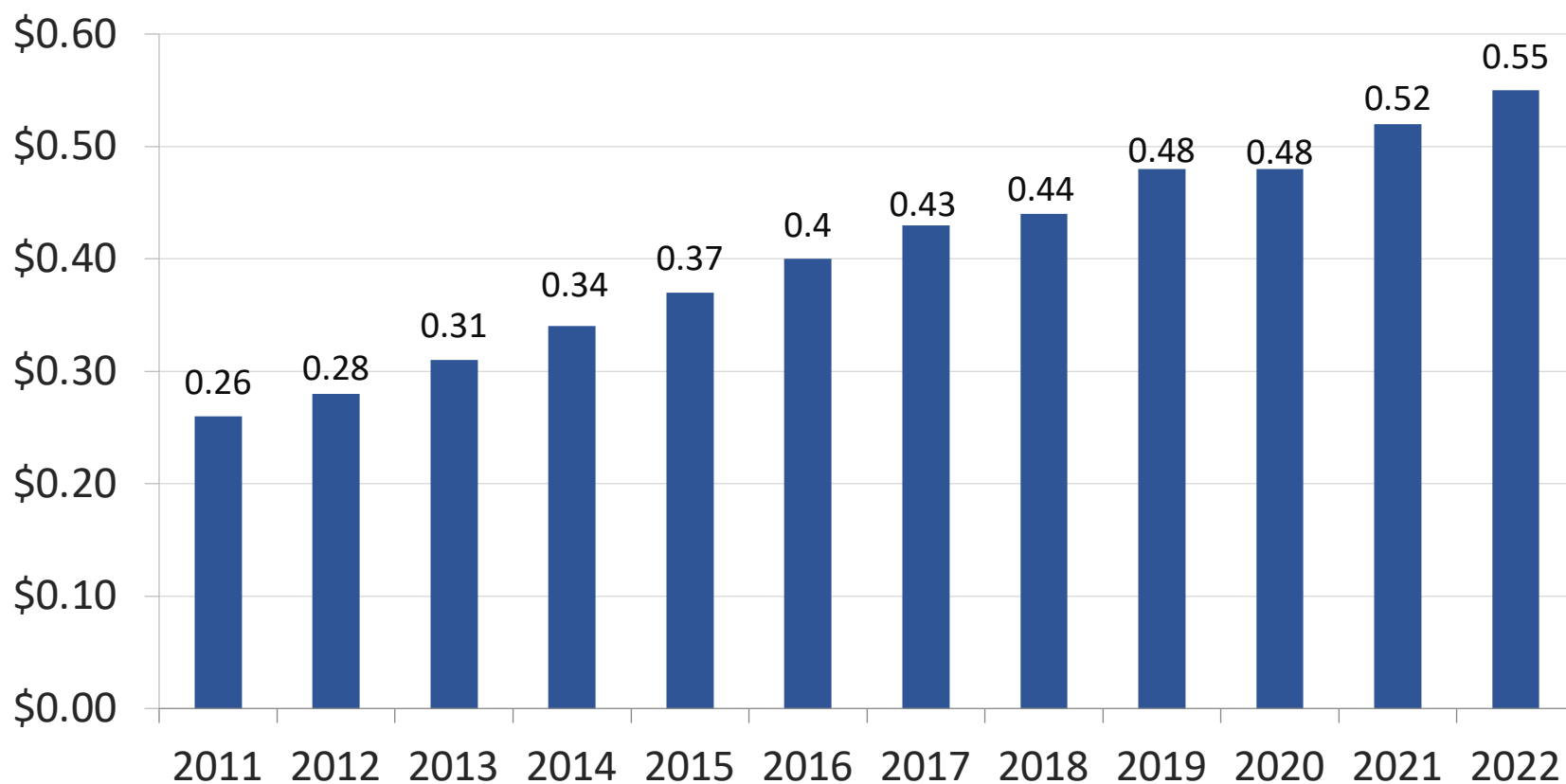
Earnings Per Share



EPS, impacted by challenging macro-environment in 2022 after reaching **record level in 2021**, rebounded in 1Q 2023

Dividend History

Dividends Per Share



Strong and consistent dividend growth for more than a decade

The background is a solid dark blue. A large, lighter blue circle is positioned on the right side, partially cut off by the edge. Two vertical lines of a slightly different shade of blue run from the top to the bottom of the frame, one on the left and one on the right, creating a sense of depth and structure.

Focus on Innovation

SmartCabinet with Barcode Technology

- Technology moves to cabinet, eliminating smartphone learning curve for **frictionless user experience**
- Scan yellow SmartTab card for **local replenishment**, ensuring OSHA compliance
- Full back-end SafetyHub business **intelligence and management tools**

Targeting \$750MM Van Service Market



Easy Scan SmartTab

SmartTab Scanner

The Next Generation of First Aid Innovation



Refilling is automated right at the cabinet through state-of-the-art bar code scanning technology, manageable by everyone

Emergency Response Bag

Create a Complete First Aid Station with SmartCompliance



- ✓ Treats emergency injuries – burns, wounds, bleeding, eye injuries, sprains
- ✓ Easy-to-identify treatment packs can be quickly grabbed when needed
 - ✓ Separate treatment packs make re-ordering easier
- ✓ Bonus bloodborne pathogen kit that meets OSHA regulations
- ✓ Metal hook with adhesive base included for easy attachment

New Clear Case with Safety Light System

- Clear front case with integrated proprietary safety light system
- Point case for path lighting
- Removable magnetic flashlight allows use on car fenders or steel structures
- Flashlight has built-in safety whistle for emergencies



Craft Market Expansion

- Continue strong growth in Sewing and Paper Crafting categories
 - Trade up the customer with unique technologies
 - Improve profitability with uniqueness and innovation
 - Improve customer loyalty
 - Build-the-basket with coordinated colors and patterns
 - Expand into adjacent product categories

- Leverage retail partnerships for growth in office and BTS

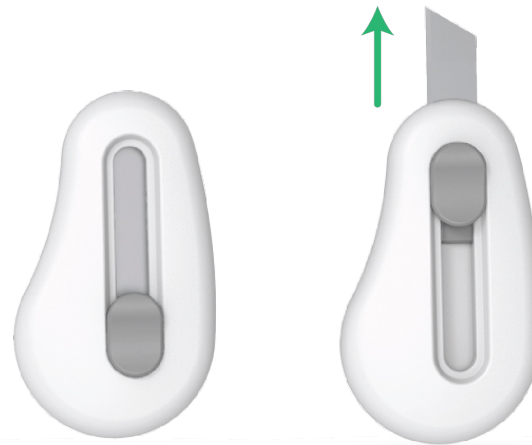


Titanium Mini Craft Tools

TITANIUM BOND[®]



MINI ROTARY CUTTER



MINI RAZOR CUTTER



MINI SCISSORS



Foldable Ceramic Safety Knife

Features and Benefits

- Ceramic blades reduce worksite injuries
- Foldable for pockets or lanyards
- Lasts up to 11x longer than steel blades



Westcott Dual Sided Ceramic Cutter

Features and Benefits

- Ceramic blades safer and longer lasting than steel blades
- Easily remove the top of the box with the guarded blade side
- Switch positions to expose the rear blade and use for general cutting



Camillus Fixed Blade Knife

Swedge Fixed Blade Knife



- 8.75" Overall
- 4.3" Blade
- 7mm Wide Spine
- Molded Sheath
- Chisel Tip



Comb Fixed Blade Knife



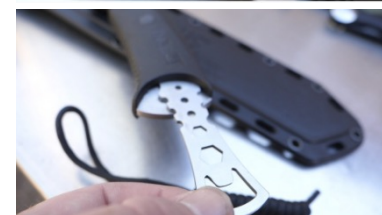
- 7" Overall
- 3.5" Blade
- 420 Stainless
- Super Sheath
- Carbide Sharpener, Ceramic Sharpener, Quick Cut Slot, Bottle Opener & Molded Sheath



Carnivore Inject Machete



- 18" Overall
- 12" Blade
- 10" Quadruple Grind Saw
- Titanium Bonded Stainless Steel
- SecureGrip Handle
- Stinger Knife with lanyard
- Stinger Knife stores in handle



Countertop Pull-thru Sharpeners



✓ DMT offers best hand tools for sharpening in the industry

✓ Increased manufacturing capacity in 2022

✓ Expanding in the home & culinary markets with a wide variety of tools, including versatile countertop pull-through sharpeners



Growth Drivers

Growth Drivers - First Aid & Safety

- New bar code scanning technology expedites replenishment, ensuring OSHA compliance
- Growing refill business
- Emergency survival first aid category experiencing accelerating growth
- Cross sell all safety products into customer base



Growth Drivers - Cutting

- Leverage technologies
- Patented titanium-nitride coatings
- Proprietary non-stick coatings
- Safety cutting tools with ceramic blades
- Antimicrobial plastics for school and office
- Enhanced carbonitride-titanium industrial tools



2023 Priorities

- Build on **solid revenue growth opportunities** in 2023 and beyond
- Continue driving ecommerce, **industrial and retail first aid sales**, and craft market expansion
- Continue developing and introducing **new products**
- Realize full benefits of new **productivity and cost savings initiatives**
- Continue history of **regularly increasing dividends**
- Seek additional tuck-in **acquisitions**

Acme United well positioned to deliver strong financial results and long-term growth





Acme United Corporation

Company Contact

Walter Johnsen, Chairman & CEO
800-835-2263

W.Johnsen@AcmeUnited.com

Investor Relations

Harriet Fried, SVP
LHA Investor Relations
212.838.3777

HFried@lhai.com

