



Acme United Corporation

(NYSE American: ACU)



INVESTOR PRESENTATION

December 2021

Safe Harbor Statement

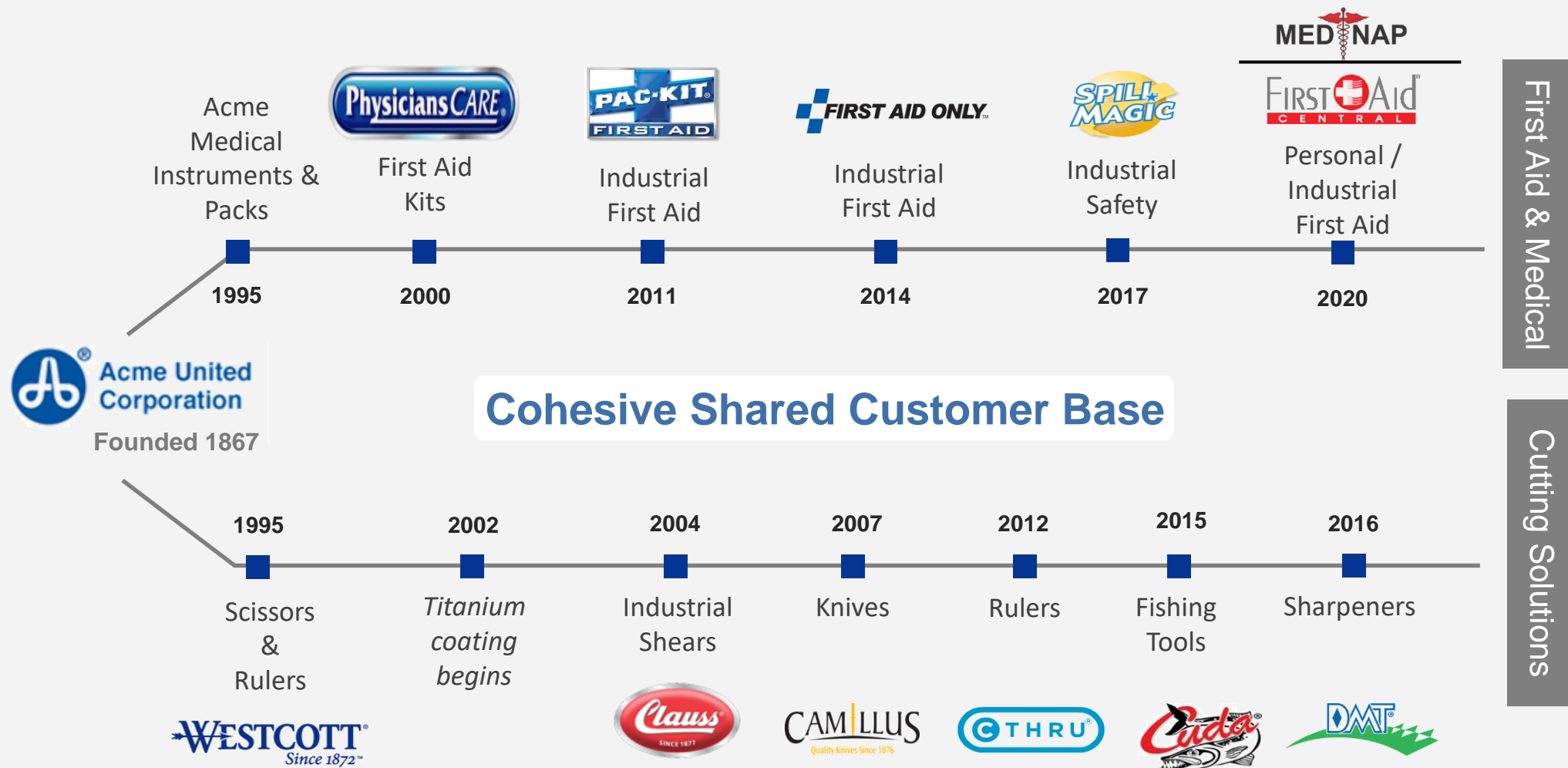
Forward-looking statements in this presentation, including without limitation, statements related to the Company's plans, strategies, objectives, expectations, intentions and adequacy of resources, are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such forward-looking statements involve risks and uncertainties including the impact that the global COVID-19 pandemic has had and will continue to have on the Company's business, operations and financial results. These include the extent of the COVID-19 pandemic, including the duration, spread, severity, and any recurrence of the COVID-19 pandemic including through existing and any new variant strains of the underlying virus; the continuing effectiveness, global availability, and public acceptance of vaccines; the duration and scope of pandemic-related government orders and restrictions on commercial and other activities, including retail store, office, school and restaurant closures; the duration and scope of the Company's actions to maintain employee health at our offices, production facilities and distribution centers; the extent of the impact of the COVID-19 pandemic on overall demand for the Company's products; the pace and strength of economic recovery and the heightened impact the pandemic has on many of the risks described herein, including, without limitation, risks relating to the on-going world-wide economic turbulence, and potential disruptions in our supply chain, any of which could adversely impact the Company's ability to manufacture, source or distribute its products, both domestically and internationally.

NYSE American: ACU

- Innovative provider of first aid & medical products and cutting, measuring & sharpening tools
- 11 consecutive years of record sales
- Driving growth through innovation
- Premier and diversified customer base
- Successful history of acquisitions
- Strong balance sheet enhances ability to take advantage of opportunities

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

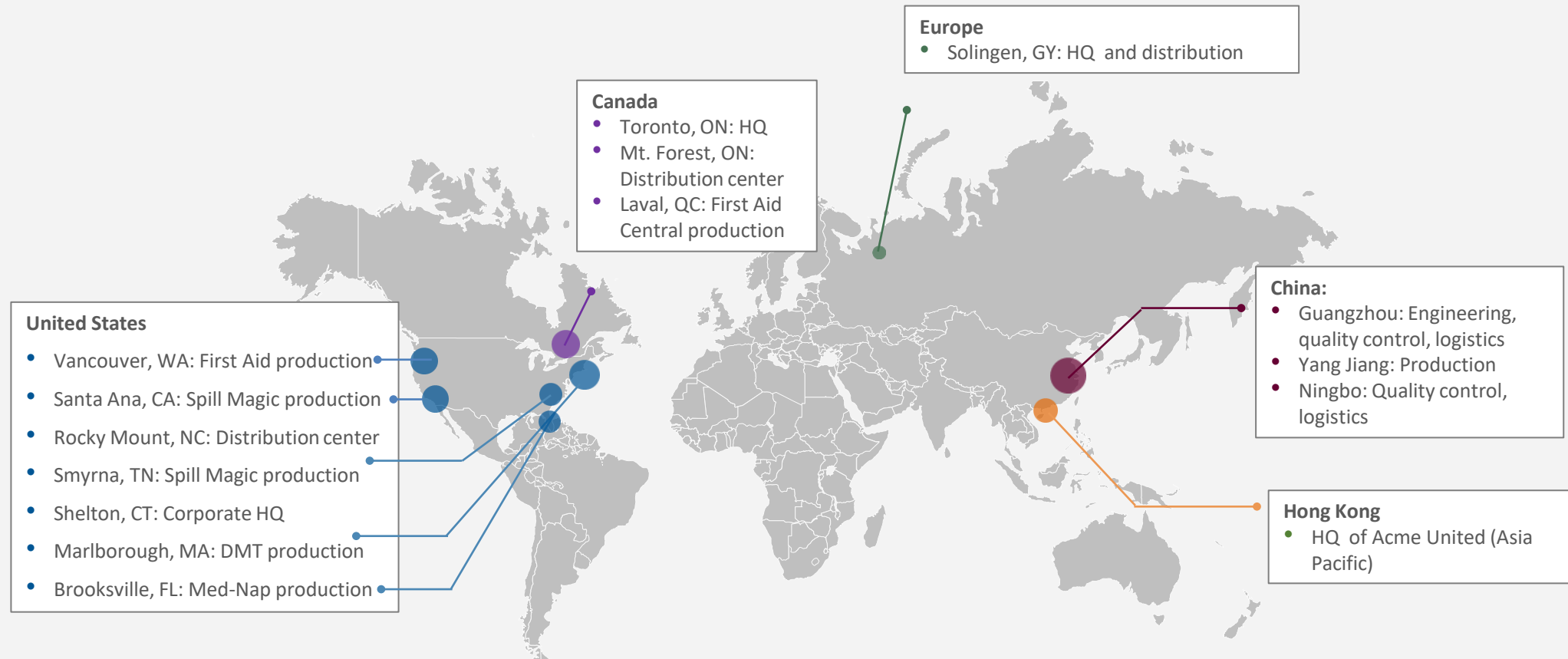


Acquisition of Med-Nap

- U.S. first aid & medical supplier acquired in December 2020
- Provides world-class antiseptic prep pad and towelette solutions
- Added an FDA-registered manufacturing facility and new product lines to ACU
- 2020 revenues of approx. \$4.9MM and EBITDA of approx. \$1.0MM
- Expanding production capacity to meet demand



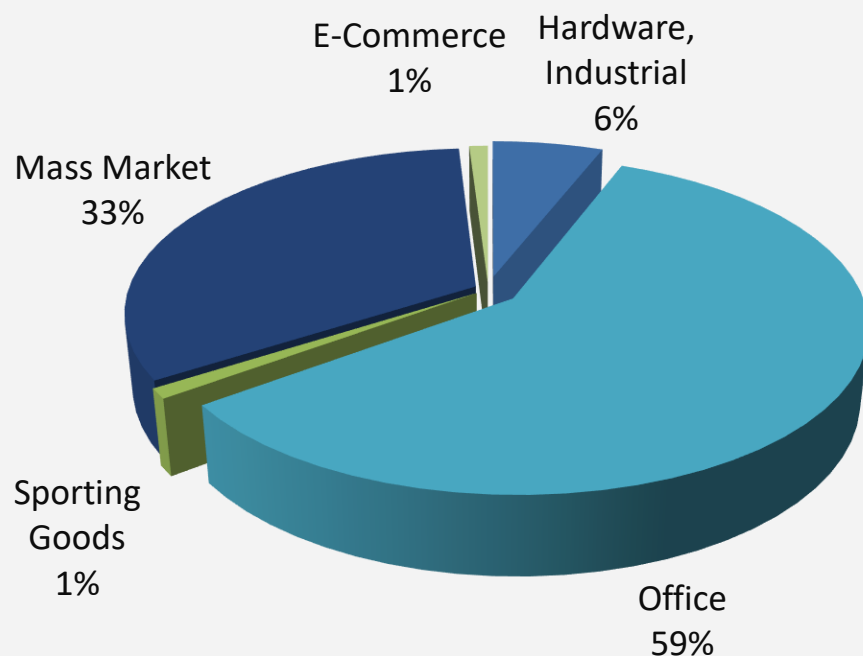
Acme United International Footprint



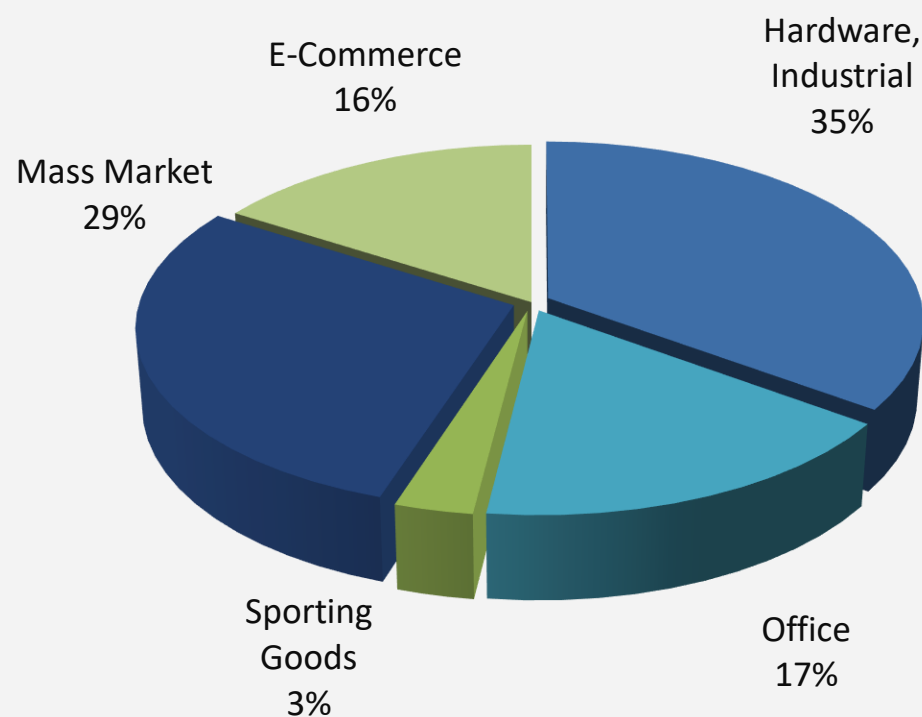
Seven most recent acquisitions were U.S. or Canadian manufacturers

Expanding Distribution

2010



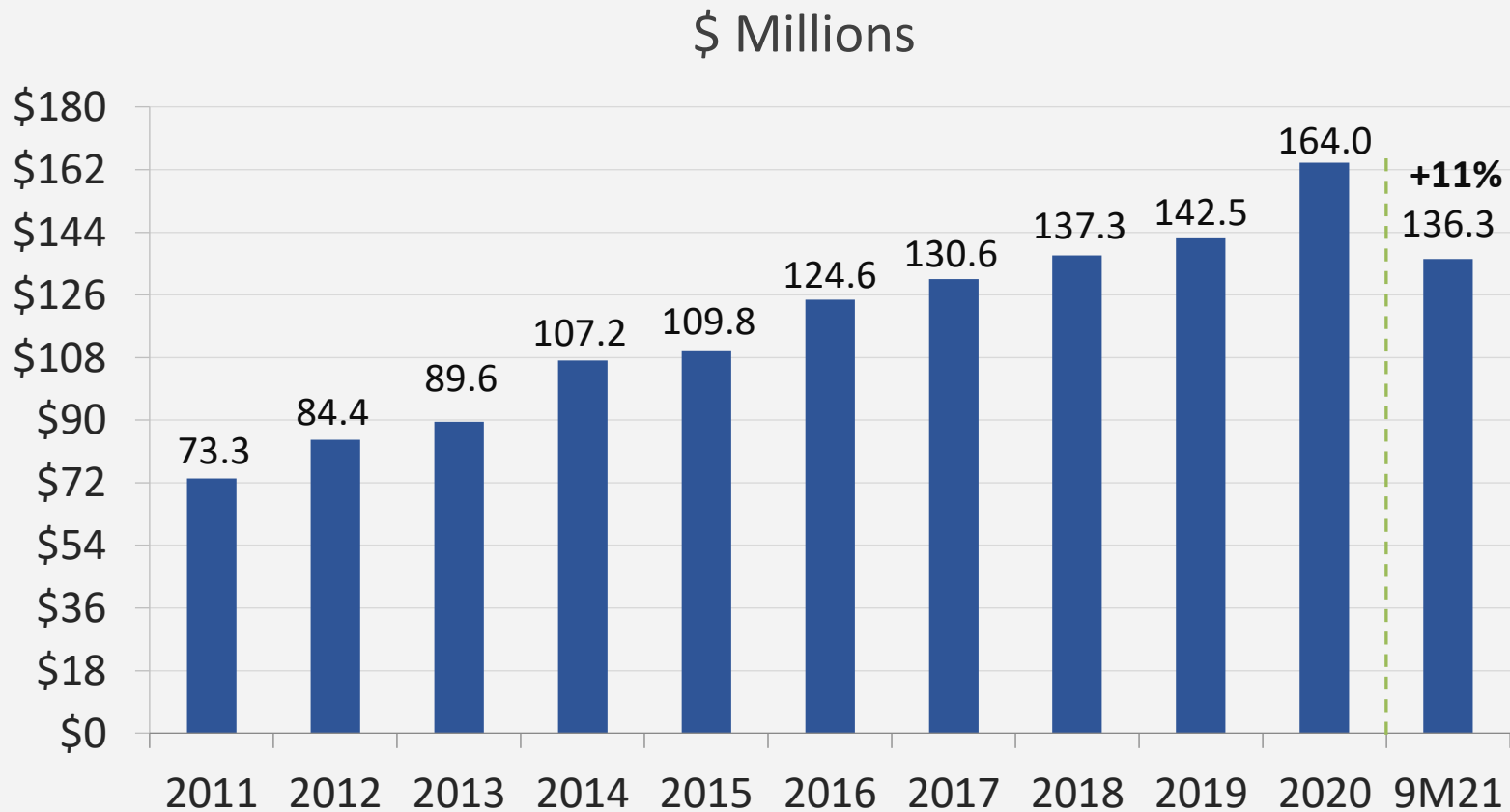
2020



Diversified distribution network; strong growth in e-commerce channel

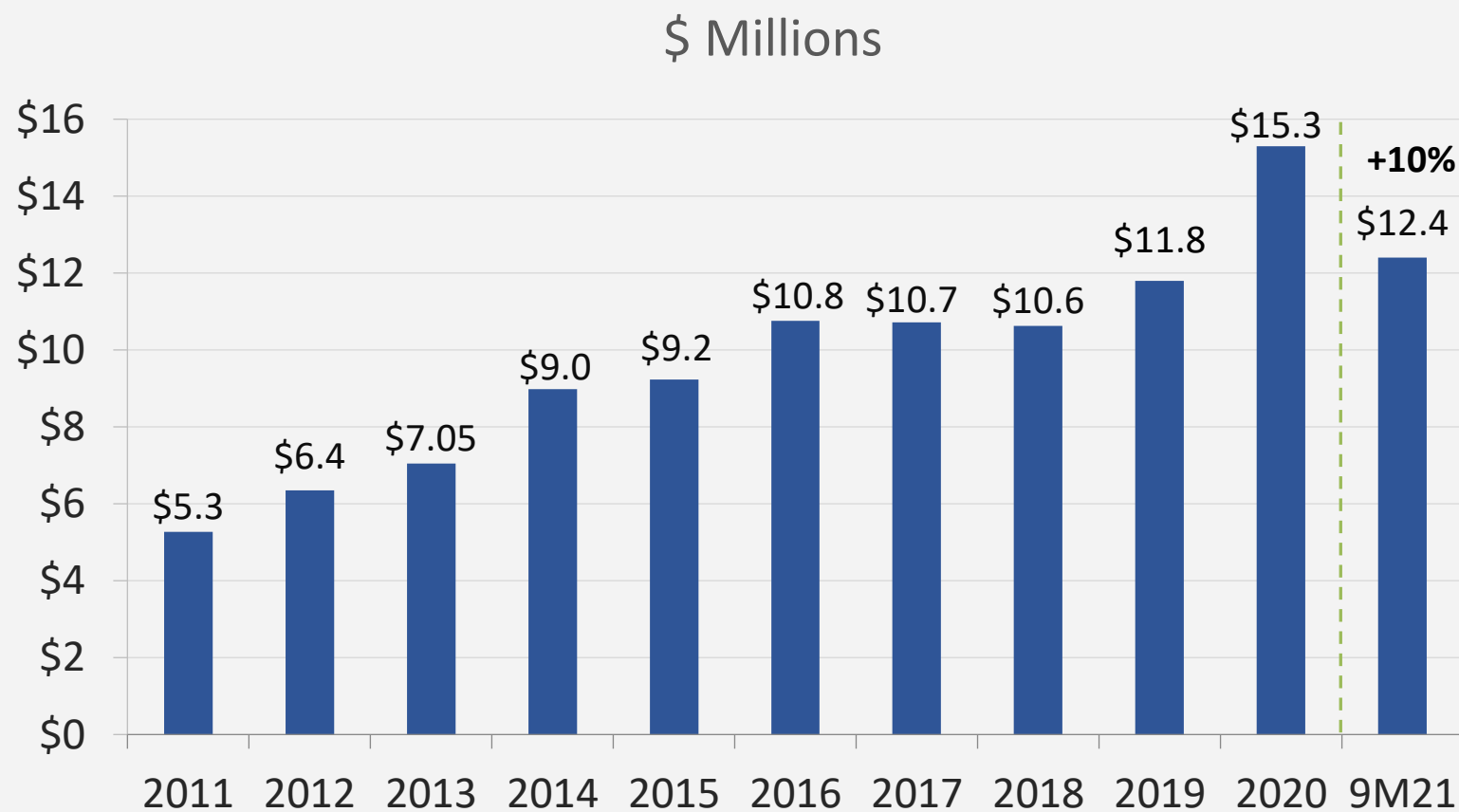
Financial Results

Net Sales



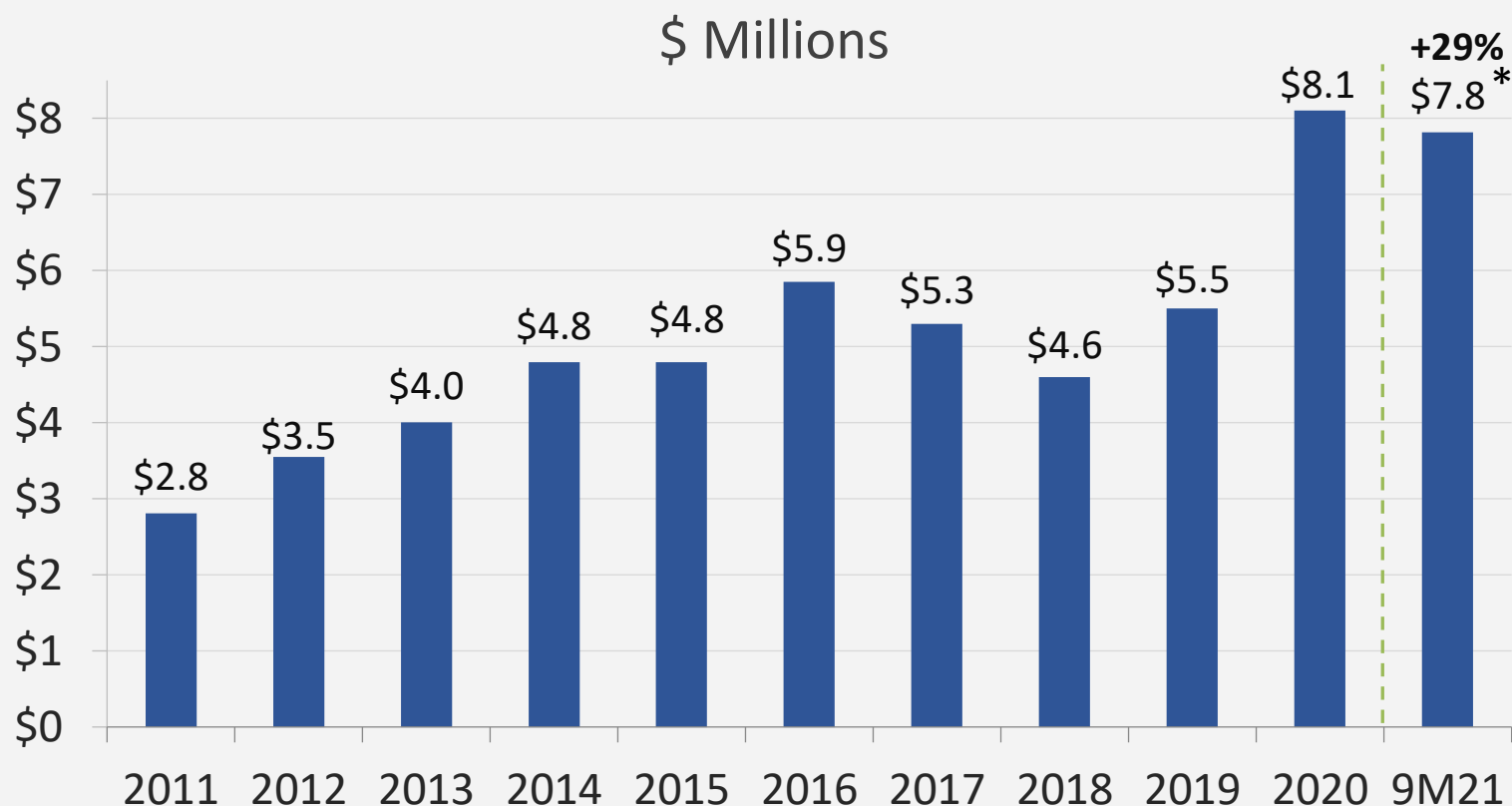
11 consecutive years of record sales in 2020, driven by new products and market share gains. On track for another record in 2021

EBITDA



Strong and growing EBITDA

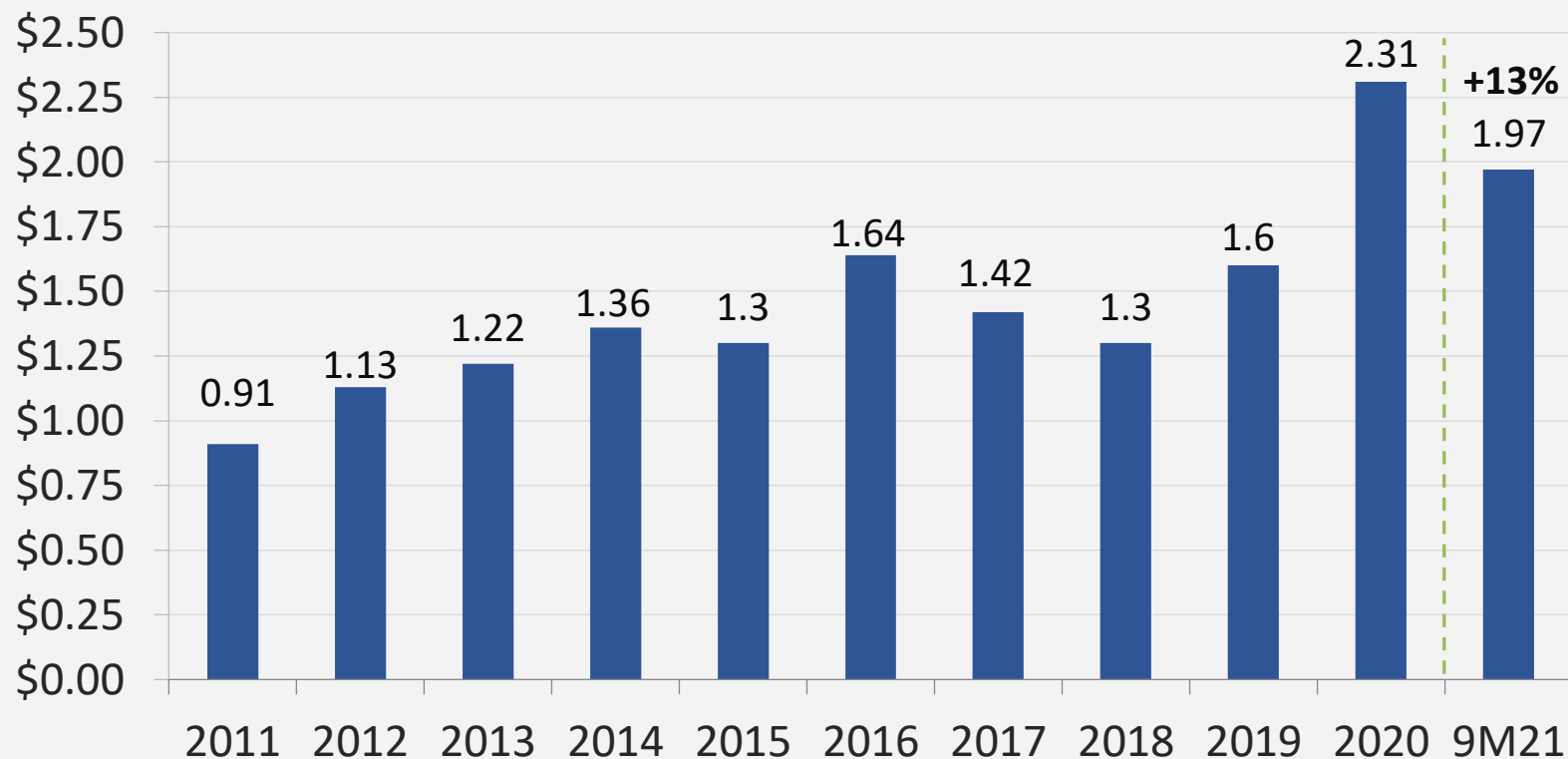
Net Income



Outstanding performance with contributions from all
Acme United subsidiaries and business units

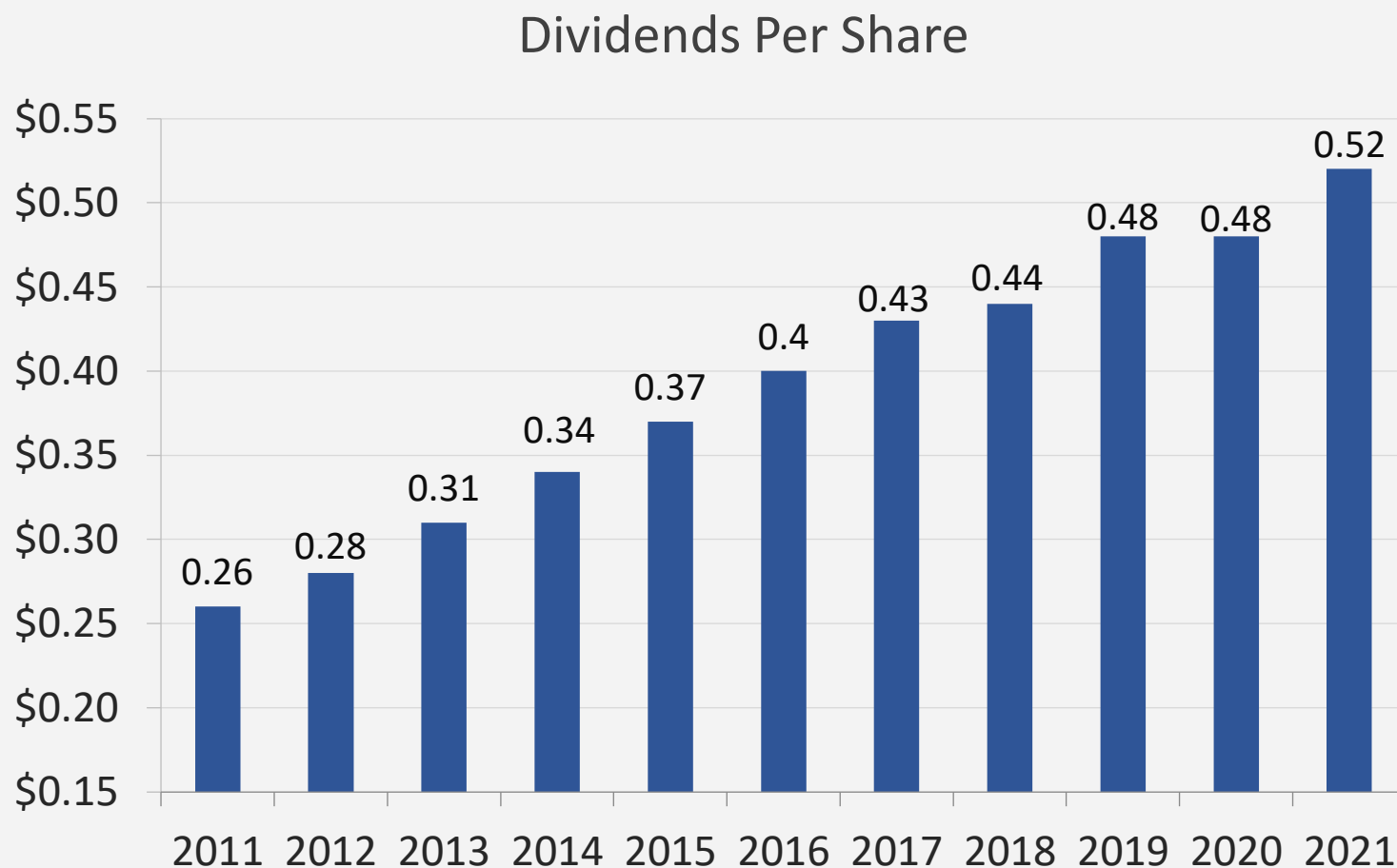
**Net income for 9M 2021 excludes impact of \$3.5 million Paycheck Protection Program (PPP) loan forgiveness.*

Earnings Per Share



EPS reached record level in 2020. On track for another record in 2021

Dividend History



Strong and consistent dividend growth for more than 18 years

The background is a solid dark blue. A large, lighter blue circle is positioned on the right side, partially cut off by the edge. A vertical line of a slightly different shade of blue runs from the top to the bottom of the frame, intersecting the circle.

Focus on Innovation

Smart Compliance Complete

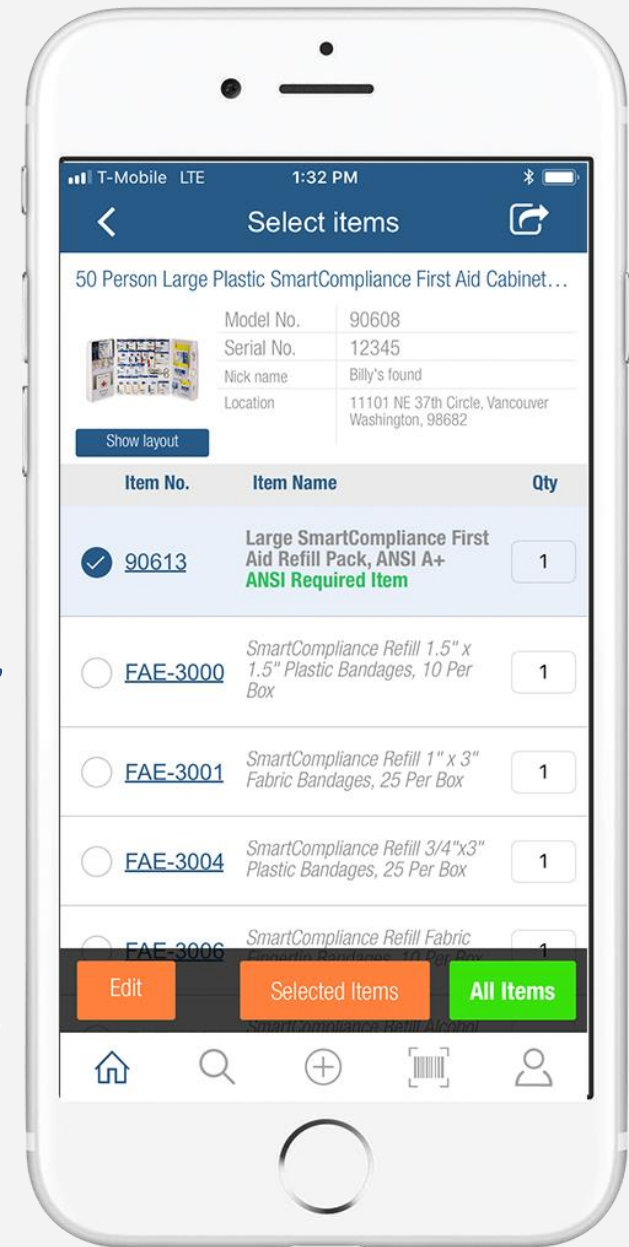
- Physical safety solution pairs with virtual SafetyHub
- Complete safety solution center
- Preparing for advancements in IoT
- Push-to-open feature
- Gaining placement at major industrial sites



SafetyHub App Overview

- Fast, easy way to requisition and manage safety items; substantial customer savings
- Set push notifications to check cabinet, perform physical inventory and establish annual budgets
- Creates an OSHA log and ensures compliance
- Manages facility items that need to be replenished, serviced or calibrated
- SmartData provides business intelligence and benchmarks consumption

Targeting \$700MM
Van Service Market



New Eyewash Station



16-gallon station



Optional alarm



Optional floor stand

Feature:

Benefits:

Self-contained, gravity-fed station

Easier, faster to install than plumbed units

Easier to comply with OSHA

Requires eyewash replacement only 3x annually

Feature:

Benefits:

No proprietary eyewash solutions

Less expensive ownership costs

Feature:

Benefits:

16-gallon tank

Meets ANSI Standard to deliver 15-minute eyewash flow

Feature:

Benefits:

Optional alarm – audible/light

Alerts nearby employees for assistance

Feature:

Benefits:

Optional heavy duty floor stand

Useful when wall mounting not an option

Feature:

Benefits:

Station made in USA

High-quality, steady supply

Glide Technology Scissor Expansion

- Cascade technology down to mid-tier scissors
- Westcott tradition of first-to-market innovations
- Glide first mechanical technology in 50+ years
- Composite fulcrum and patent-pending utility patent available across premium cutting technologies
- Adjustable tension for cutting materials or user preference



Ceramic Box Cutters

Key Features

- Safely remove tops of boxes
- Precision depth setting
- Auto retractable blade
- Ceramic slice blade
- Lasts 11x longer than steel
- Strong sales growth in distribution centers



Craft Market Expansion

- Continue the 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



Lithium-Ion Glue Gun

Key Features

- Insulated 10W heating element provides steady flow of glue
- Quickly heats up in under 1 minute
- 30-minute run time off the internal lithium-ion battery
- Fully charged in under 4 hours
- Precision tip provides just enough glue exactly where you need it
- 2-minute idle shut-off helps preserve battery life



DMT Sharpeners

- Best hand tools for sharpening in the industry
 - Highest concentration of diamonds
 - Most consistent diamond dispersion
 - Flattest sharpening surface
 - World's finest sharpeners
- Expanding in the home and culinary markets
- Record performance throughout 2020
- New manufacturing capacity coming onstream



Clauss® **BLACKLINE™** **TI-CARBIDE™**

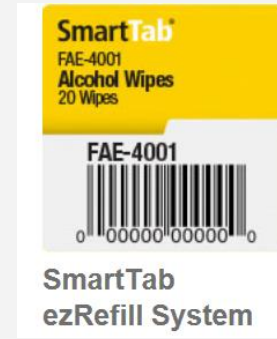
- Black titanium blades
- Serrated carbide edge for superior edge retention
- Oversized bows for leverage and comfort
- Knife edges for precision cutting
- Available in 8", 9", and 10"



Growth Drivers

Growth Drivers - First Aid & Medical

- New first aid programs at large industrial, food service and other distributors
- Growing refill business
- Acquisition of First Aid Central and Med-Nap in 2020
- Expanding product placement of Spill Magic
- 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



420
STAINLESS
STEEL

UP TO
3X
HARDER
THAN UNTREATED STEEL
BLADES STAY
SHARPER LONGER

**FULL
TANG**

CAMILLUS
LIFETIME
WARRANTY

TITANIUM
BONDED™

Financial Goals

- Generate solid revenue growth
- Drive e-commerce
- Continue developing and introducing new products
- Maintain high inventory level to reduce supply chain risk
- Drive ongoing profits and reduce debt to fund future acquisitions and growth
- Continue ACU's 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

