



# Acme United Corporation

(NYSE American: ACU)

INVESTOR PRESENTATION

October 2024



ELITE FIRST AID, INC.



# 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. These risks and uncertainties include, without limitation, the following: (i) changes in the Company's plans, strategies, objectives, expectations and intentions, which may be made at any time at the discretion of the Company; (ii) the impact of uncertainties in global economic conditions, including the impact on the Company's suppliers and customers; (iii) the continuing adverse impact of inflation, including product costs, and interest rates; (iv) potential adverse effects on the Company, its customers, and suppliers resulting from the conflicts in Ukraine and the Middle East; (v) additional disruptions in the Company's supply chains, whether caused by pandemics, natural disasters, including trucker shortages, strikes, port closures or otherwise; (vi) labor related costs the Company has and may continue to incur, including costs of acquiring and training new employees and rising wages and benefits; (vii) currency; (viii) the Company's ability to effectively manage its inventory in a rapidly changing business environment; (ix) changes in client needs and consumer spending habits; (x) the impact of competition; (xi) the impact of technological changes including, specifically, the growth of online marketing and sales activity; (xii) the Company's ability to manage its growth effectively, including its ability to successfully integrate any business it might acquire; (xiii) international trade policies and their impact on demand for our products and our competitive position, including the imposition of new tariffs or changes in existing tariff rates; and (xiv) other risks and uncertainties indicated from time to time in the Company's filings with the Securities and Exchange Commission.

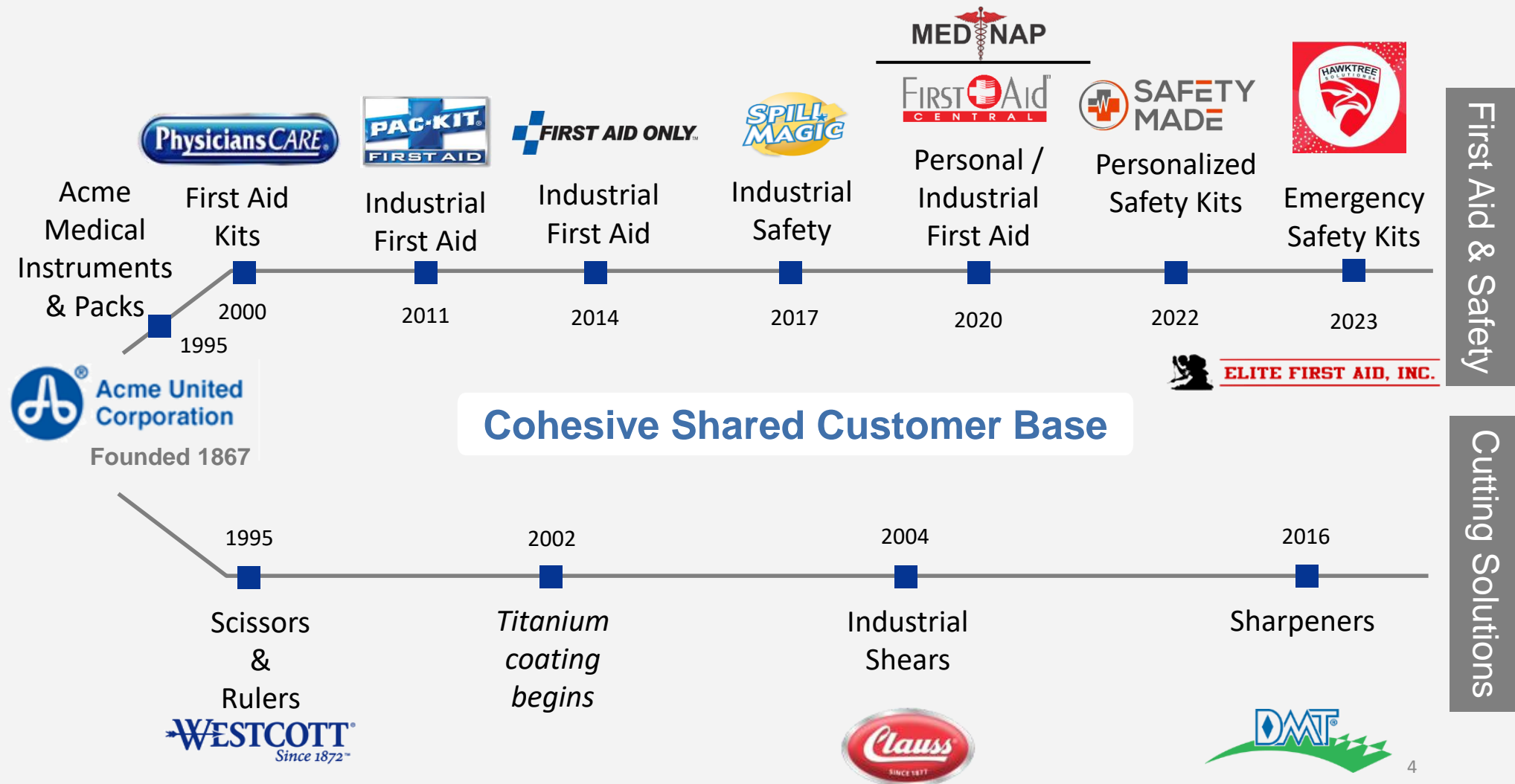
# NYSE American: ACU

- Leader in innovative safety solutions and cutting technology
- Driving growth through innovation
- Premier and diversified customer base
- Successful history of acquisitions
- Sold hunting and fishing product lines for \$19.8M to generate strong liquidity
- Positioned for excellent financial performance and additional acquisitions



# Corporate Overview

- Growth fueled by a combination of **brands, technology and expanding distribution**
- Successful series of **focused acquisitions in first aid and medical products**
- **Leveraging growth** through shared technologies, cross-brand collaboration and cross-selling that drive value across ACU's platform





# Acquisition of Elite First Aid

- Acquired in May 2024
- Annual revenues of approximately \$4.2 million
- Leading supplier of tactical, trauma and emergency response products
- Provides a platform to expand sales of emergency response products to new and existing customers
- Founder, management and employees joined Acme United
- Product line now fully integrated into Acme United's product offering



# Acme United International Footprint

## Canada

- Toronto, ON: HQ
- Mt. Forest, ON: Distribution center
- Laval, QC: First Aid Central production

## Europe

- Solingen, GY: HQ and distribution

## United States

- Vancouver, WA: First Aid production
- Santa Ana, CA: Spill Magic production
- Rocky Mount, NC: Distribution center
- Smyrna, TN: Spill Magic production
- Shelton, CT: Corporate HQ
- Marlborough, MA: DMT production
- Brooksville, FL: Med-Nap production
- Keane, NH: Safety Made production
- Wake Forest, NC: Elite First Aid production

## China:

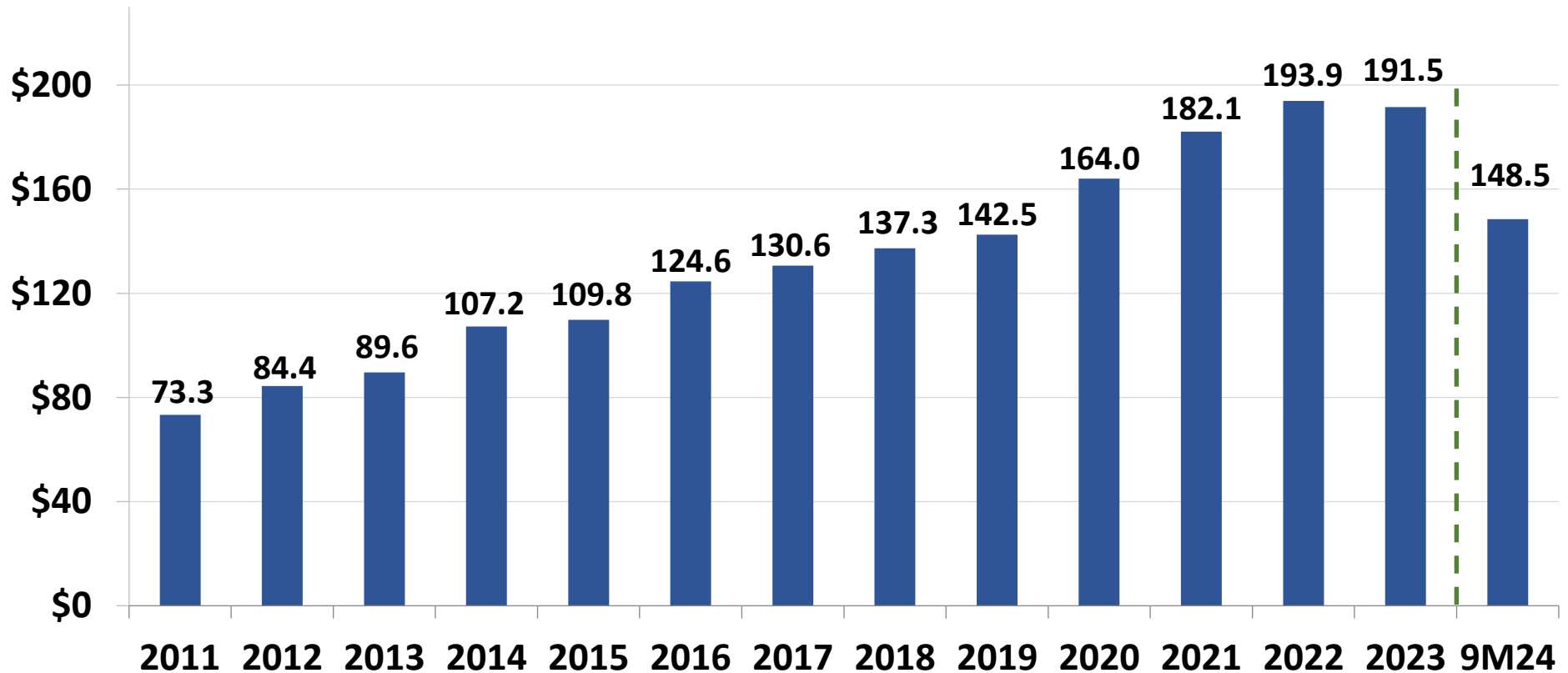
- Hong Kong: Asia Pacific HQ
- Guangzhou: Engineering, quality control, logistics
- Yang Jiang: Production
- Ningbo: Quality control, logistics

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

# Financial Results

# Net Sales

\$ Millions

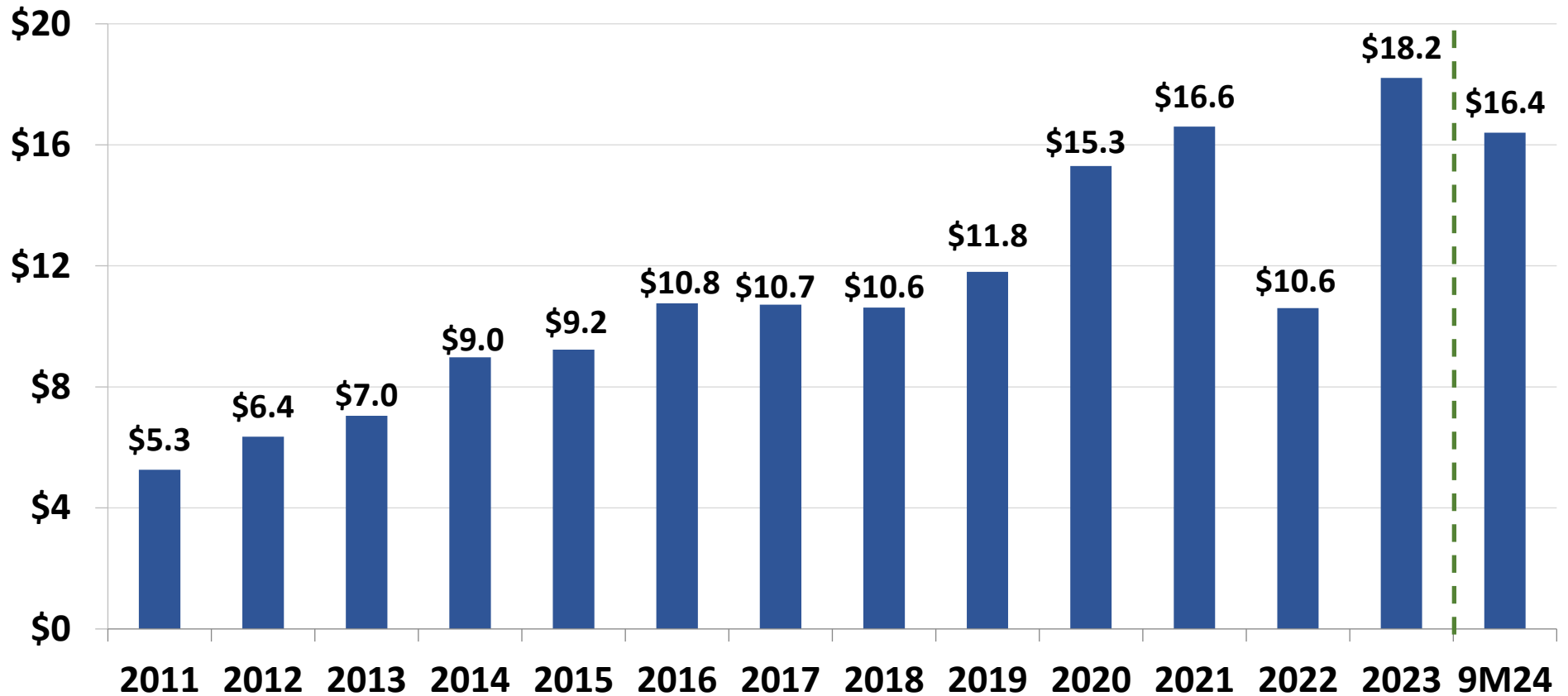


Strong record of sales increases, driven by new products and market share gains.  
Sale of hunting & fishing product lines in Nov. 2023 reduced 2024 sales levels.



# EBITDA

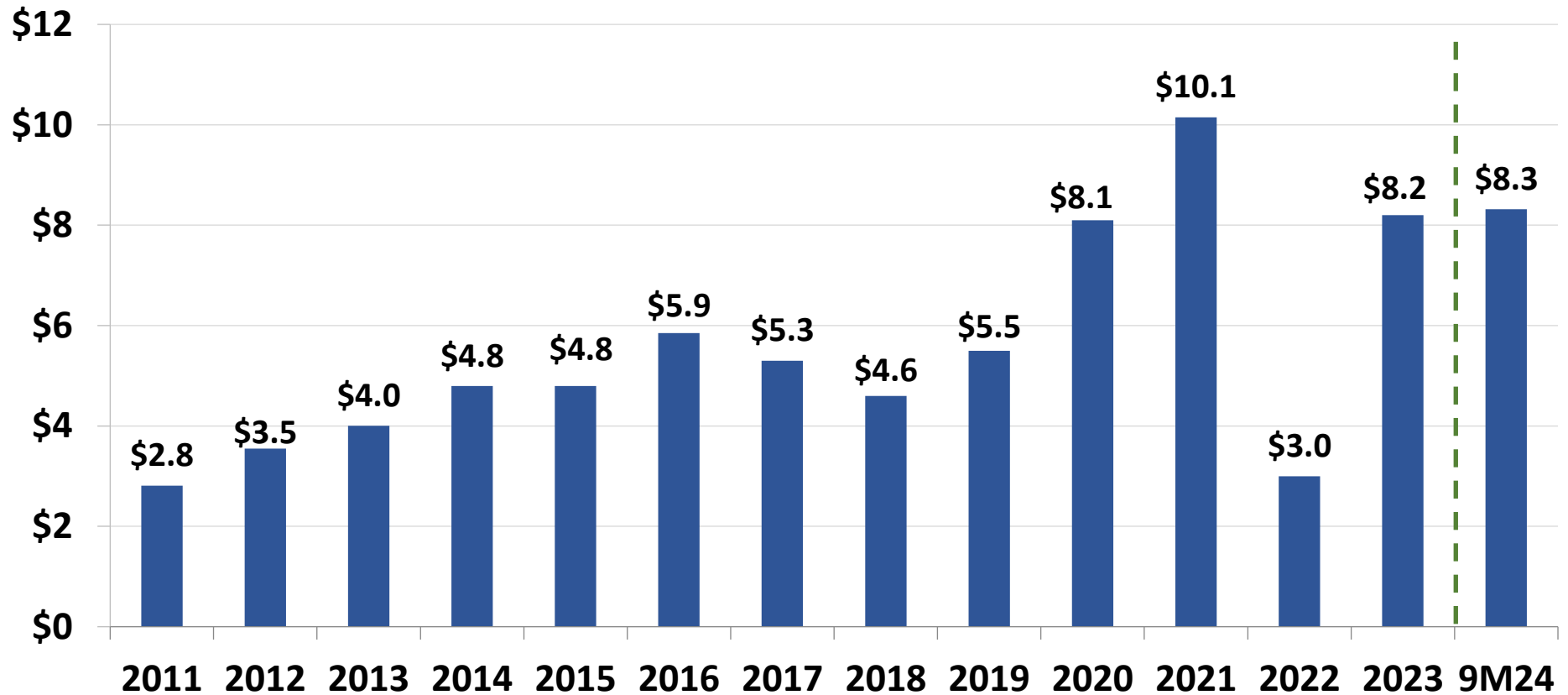
\$ Millions



Strong cash flow fueling growth.  
EBITDA impacted by extra supply chain costs in 2022.

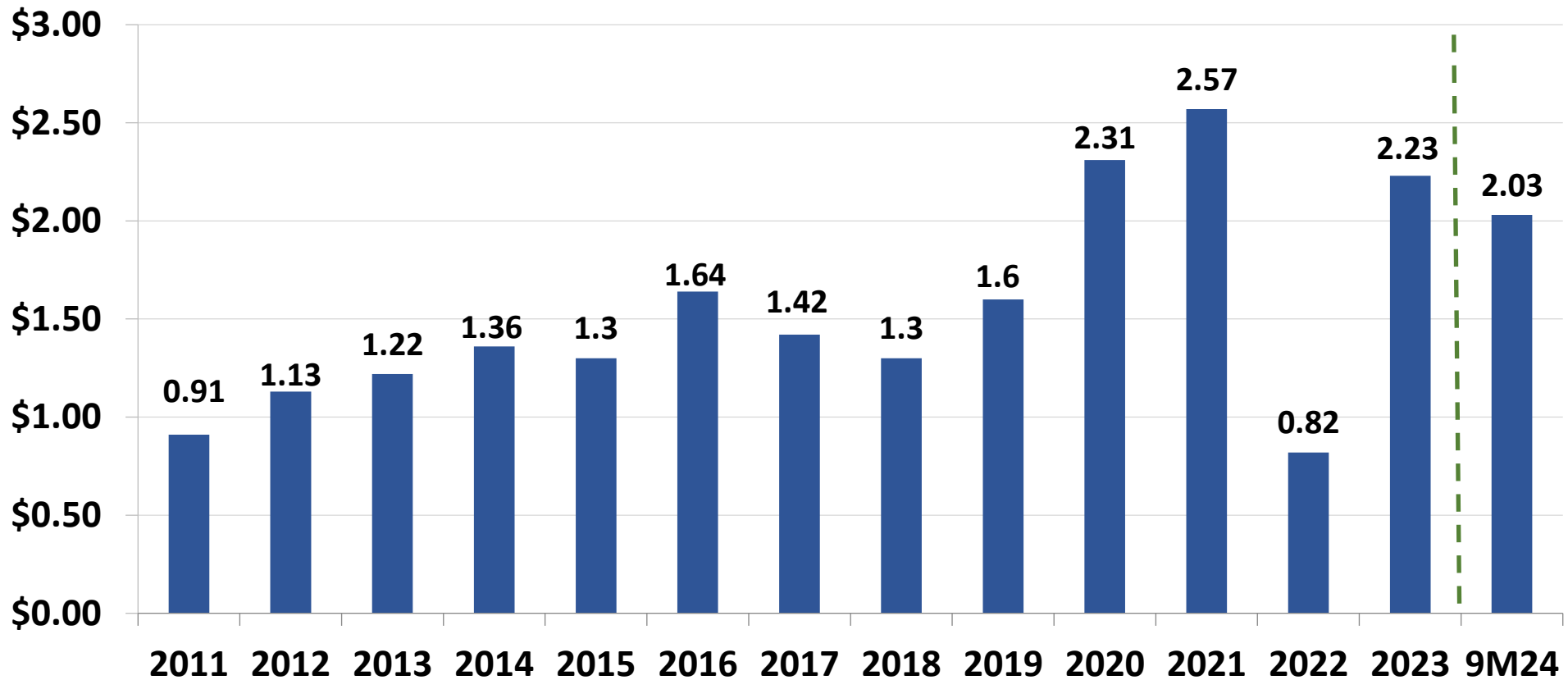
# Net Income

\$ Millions



Continuing strong net income in 2024.

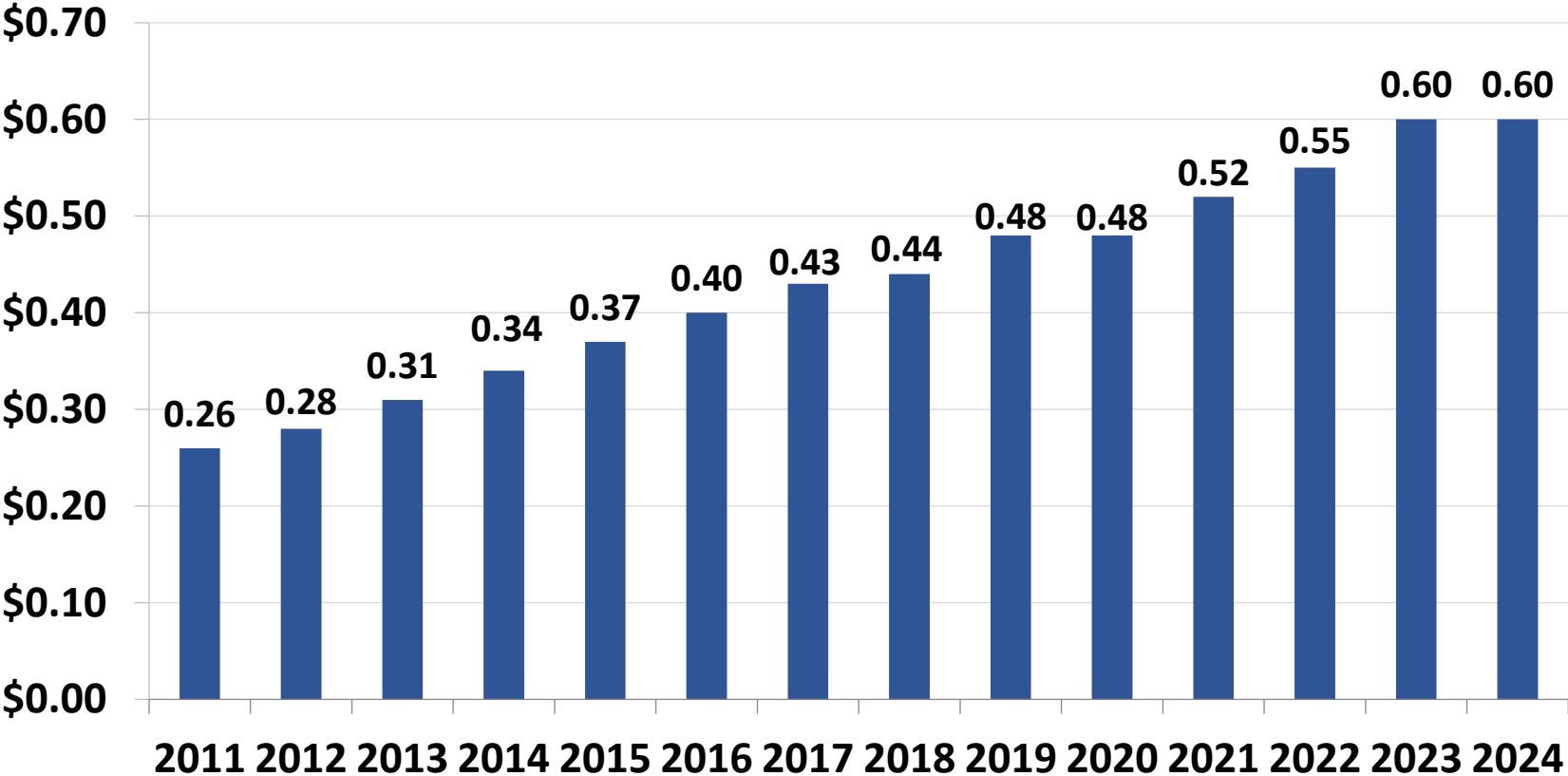
# Earnings Per Share



EPS continuing to increase.

# Dividend History

### Dividends Per Share



Strong and consistent dividend growth for more than a decade.  
Quarterly dividend of \$0.15 per share.

# 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

# SmartCabinet 2.0 Patented RFID Technology

- Patented technology
- **Daily scan** looks for low stock and processes requisition
- The first and only cabinet that tracks lot code and expiration dates
- Sends **push notification** 30 days prior to expiration
- Keeps end users in stock and **OSHA compliant**



# Right Response Bleeding Control Kits



The Right Response Kit Solution	Body Part it Treats	Possible Causes of Bleeding Injuries	Bleeding Components Needed to Stop Bleeding Fast
Limb	Arm or Leg	Power tools	Tourniquets
Limb & Torso	Arm, Leg or Torso	Sheet Metal, Sharp objects	Tourniquets & Hemostatic Gauze
Chest & Limb	Arm, Leg or Lungs	Falls, Crush and Impalements	Tourniquets & Chest Seals
Chest, Limb & Torso	Entire Body	All of the above including Active Shooter Situations	Tourniquets, Hemostatic Gauze & Chest Seals

Treats limb wounds	Treats chest wounds	Treats torso wounds
<p><b>Windlass Tourniquet</b> Part No.: 91160</p> <p>Quickly restrict blood flow on limbs and extremities</p> 	<p><b>Vented Chest Seal</b> Part No.: 91194</p> <p>Preserves lung function for critical puncture wounds</p> 	<p><b>Hemostatic Gauze Pad</b> Part No.: 91196</p> <p>Rapid clotting on body parts where tourniquets cannot be applied</p> 

- Simplifying the purchasing decision by **creating kits for different types of bleeding injuries**

# 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



# Lens Care Category



- OSHA and safety requirements
- **USA aging demographics** - 64% of adults need vision correction
- Fashion trends



# Growth Drivers – Cutting Technology



- Leverage technologies
- Patented **titanium-nitride coatings**
- Proprietary **non-stick coatings**

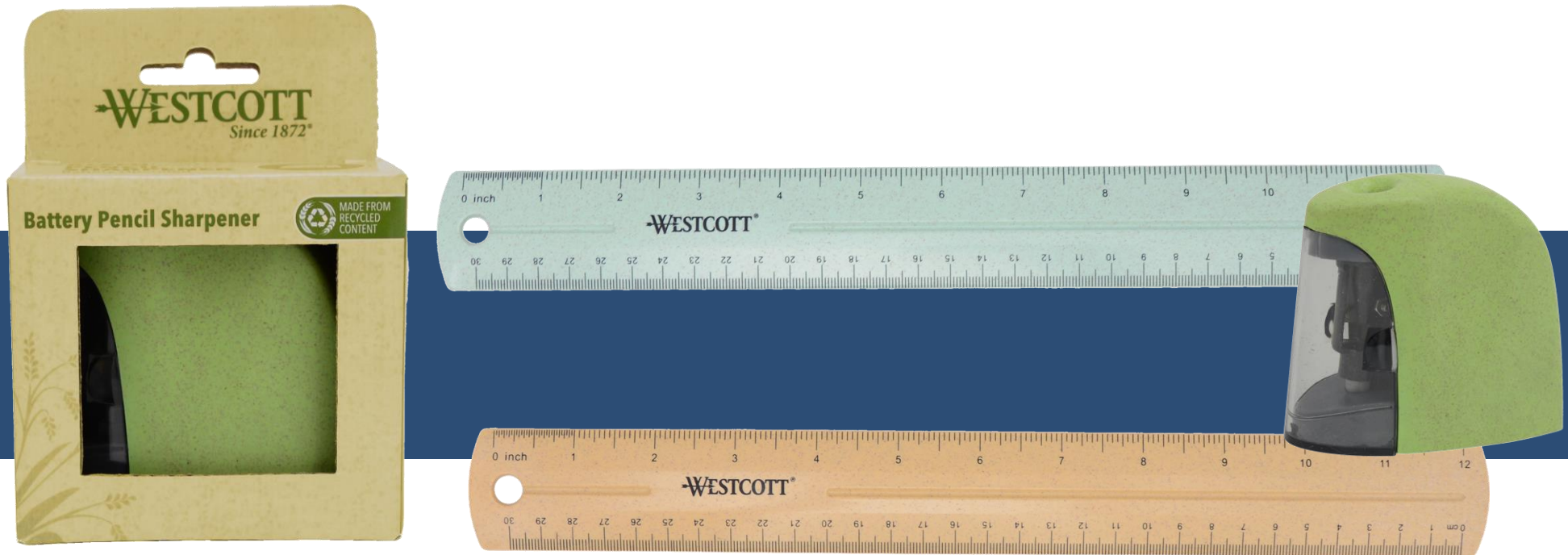
- **Safety cutting tools** with ceramic blades
- **Antimicrobial plastics** for school and office
- Enhanced **carbonitride-titanium industrial tools**

# 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



# KleenEarth – Pencil Sharpener & Ruler



## KleenEarth Line

- Made with recycled rice husks
- Battery operated
- Compact size fits in pencil pouches, backpacks, lockers and desk drawers



# Vibez Scissors

- New line of **textured scissors** for kids
- **Fun and innovative** design
- 5-inch size, available in blunt and pointed



# 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





# 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



MADE IN USA

# Acme United Priorities

- Continue building on **solid revenue growth opportunities**
- Continue driving ecommerce, **industrial and retail first aid sales**, and craft market expansion
- Continue developing and introducing **new products**
- Generating new **productivity and cost savings initiatives**
- Continue history of **regularly increasing dividends**
- Actively seeking additional **tuck-in acquisitions**

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



ELITE FIRST AID, INC.



FIRST AID ONLY





# Acme United Corporation

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