Acme United Corporation

(NYSE American: ACU)

INVESTOR PRESENTATION

APRIL 2024

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, 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 wars in Ukraine and the Middle East; (v) additional disruptions in the Company's supply chains, whether caused by pandemics, natural disasters, or otherwise, including trucker shortages, port closures and delays, and delays with container ships themselves; (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 fluctuations including, for example, the fluctuation of the dollar against the euro; (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
- Recently 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

First Aid & Safety

Year	Brand	Product
1995	Acme United Corporation (Founded 1867)	Acme Medical Instruments & Packs
2000	PhysiciansCARE	First Aid Kits
2011	PAC-KIT FIRST AID	Industrial First Aid
2014	FIRST AID ONLY	Industrial First Aid
2017	SPILL MAGIC	Industrial Safety
2020	MEDNAP / FIRST AID CENTRAL	Personal / Industrial First Aid
2022	SAFETY MADE	Personalized Safety Kits
2023	HAWKTREE SOLUTIONS	Emergency Safety Kits

Cohesive Shared Customer Base

Cutting Solutions

Year	Product	Brand
1995	Scissors & Rulers	WESTCOTT Since 1872
2002	*Titanium coating begins*	
2004	Industrial Shears	Clauss
2016	Sharpeners	DMT

Acquisition of Hawktree Solutions

- Acquired from receivership in September 2023
- Annual revenues of approx. $4.0MM; purchase price of approx. $1.0MM
- Supplies first aid & survival kits, medical supplies and training
- Exclusive license with Canadian Red Cross
- Expands Acme United's product line of first aid & survival items focused on victims of natural disasters

2023 - Sale of Hunting and Fishing Product Lines

- Camillus and Cuda hunting and fishing product lines sold for $19.8 million on November 1, 2023
- Increased focus on Acme United's primary product lines
- Sale approximately earnings breakeven
- Company to use net proceeds to pay down $15.0 million of bank debt and fund acquisitions

CAMILLUS
Quality Knives Since 1876

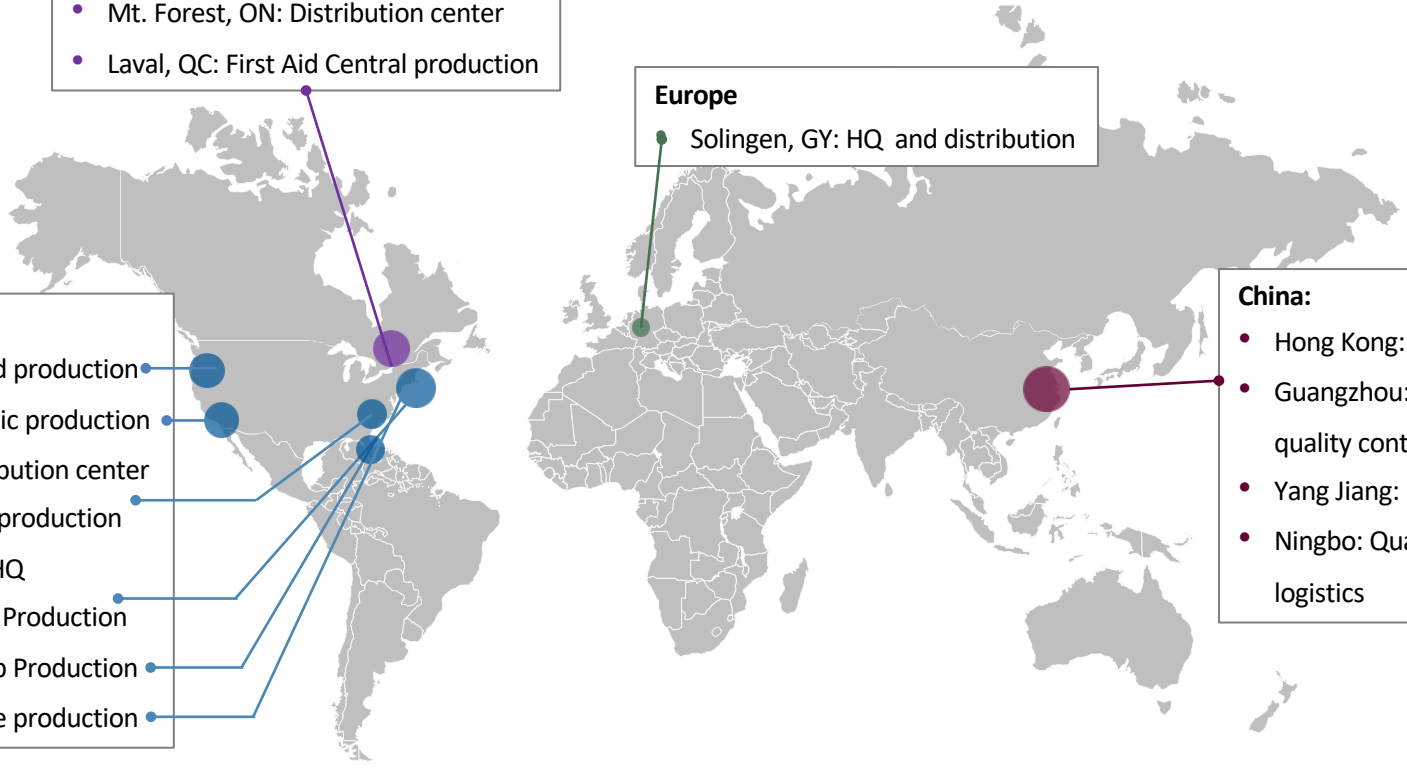
Cuda®

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

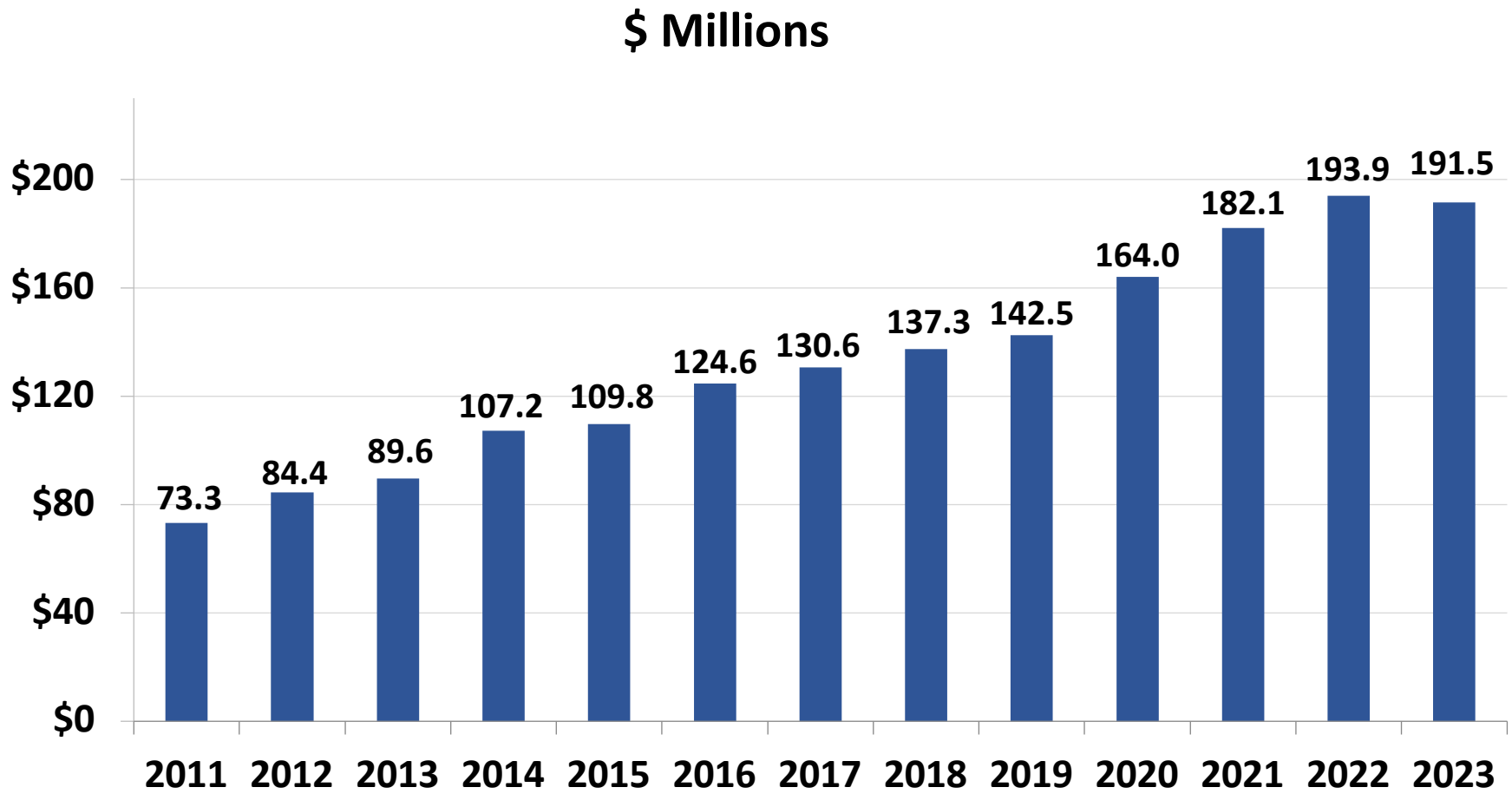


China:
- Hong Kong: Asia Pacific HQ
- Guangzhou: Engineering, quality control, logistics
- Yang Jiang: Production
- Ningbo: Quality control, logistics

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

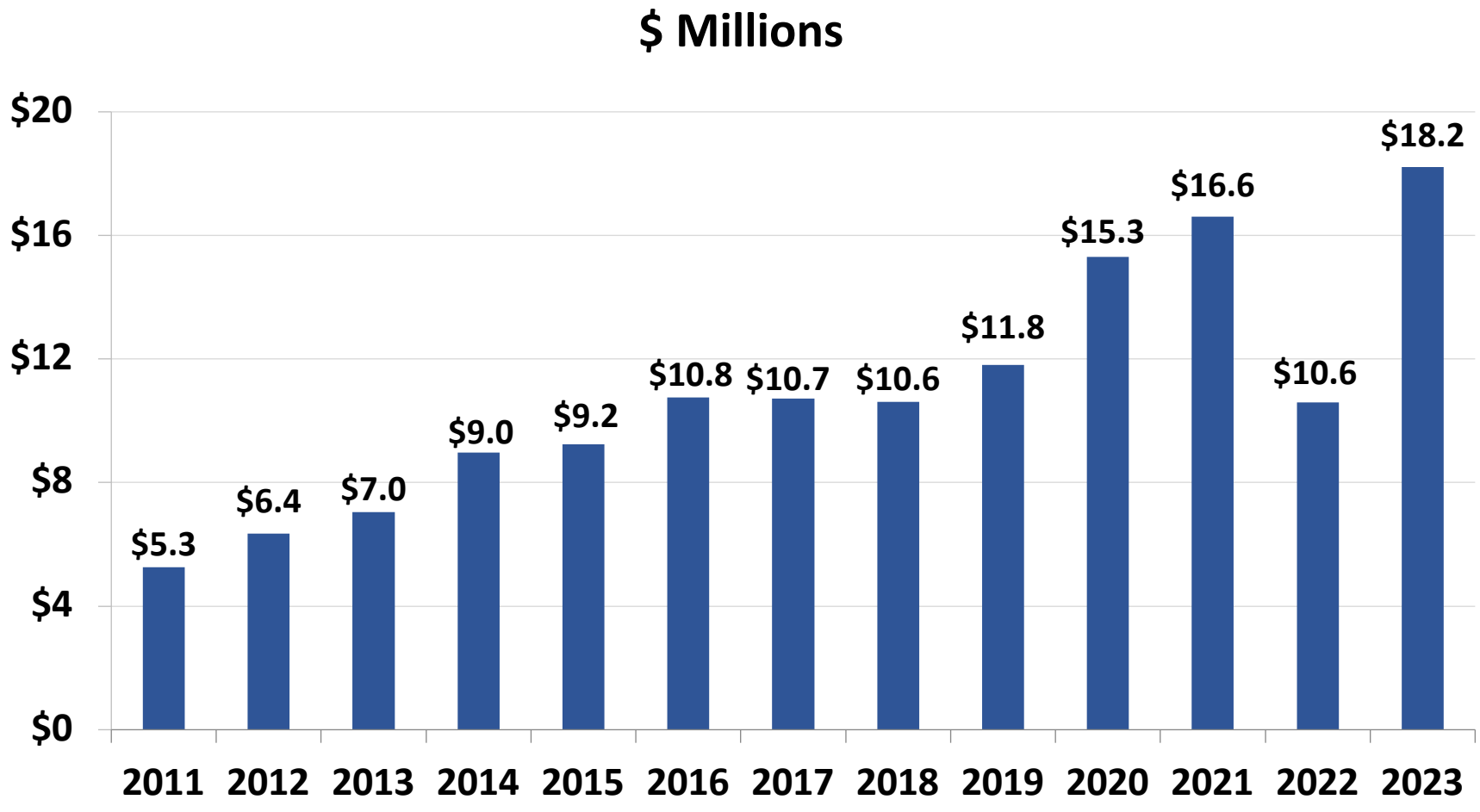
Financial Results

Net Sales



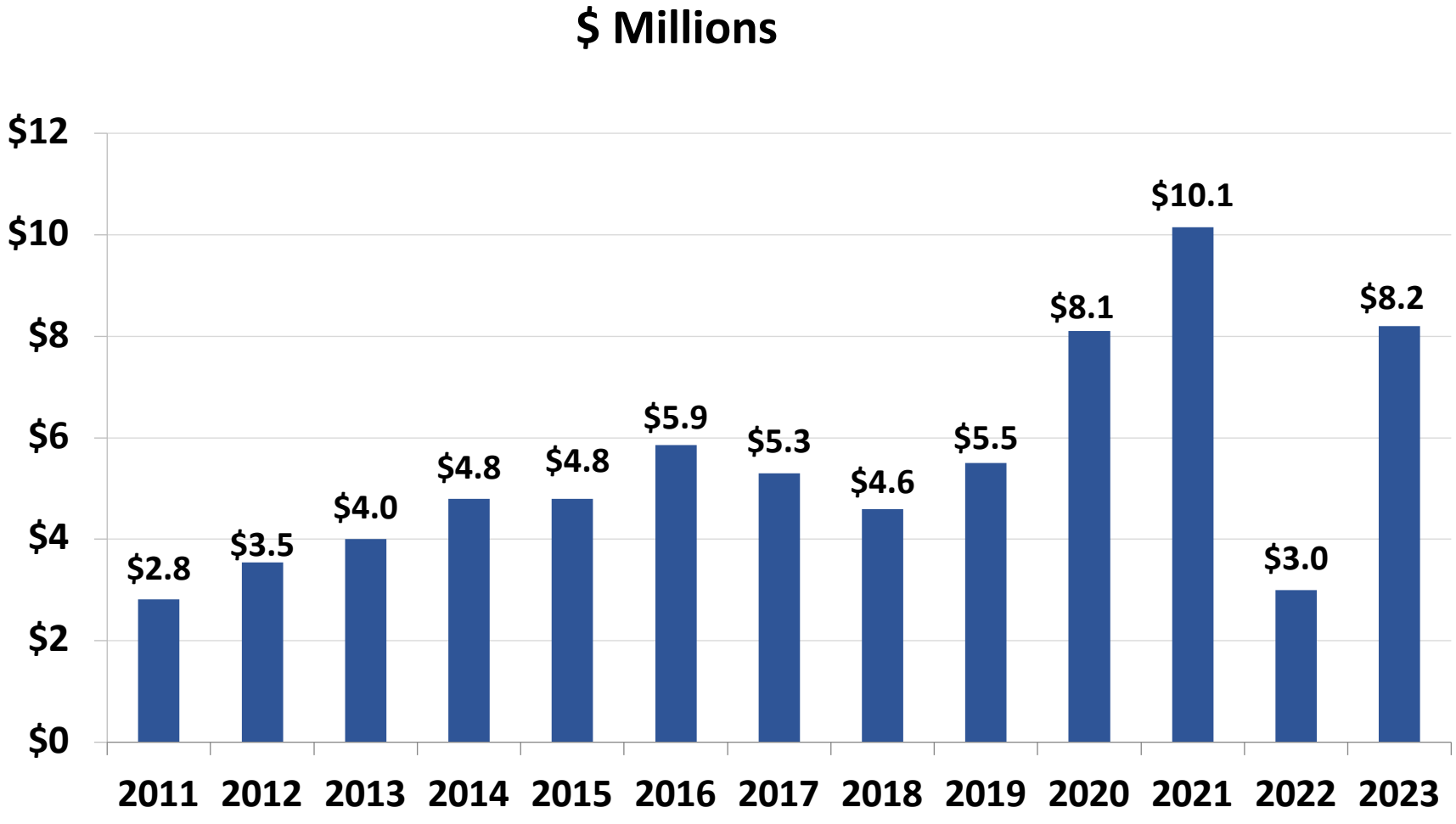
Strong record of sales increases, driven by new products and market share gains.
Sale of hunting & fishing product lines on Nov. 1, 2023 reduced 2023 sales level.

EBITDA



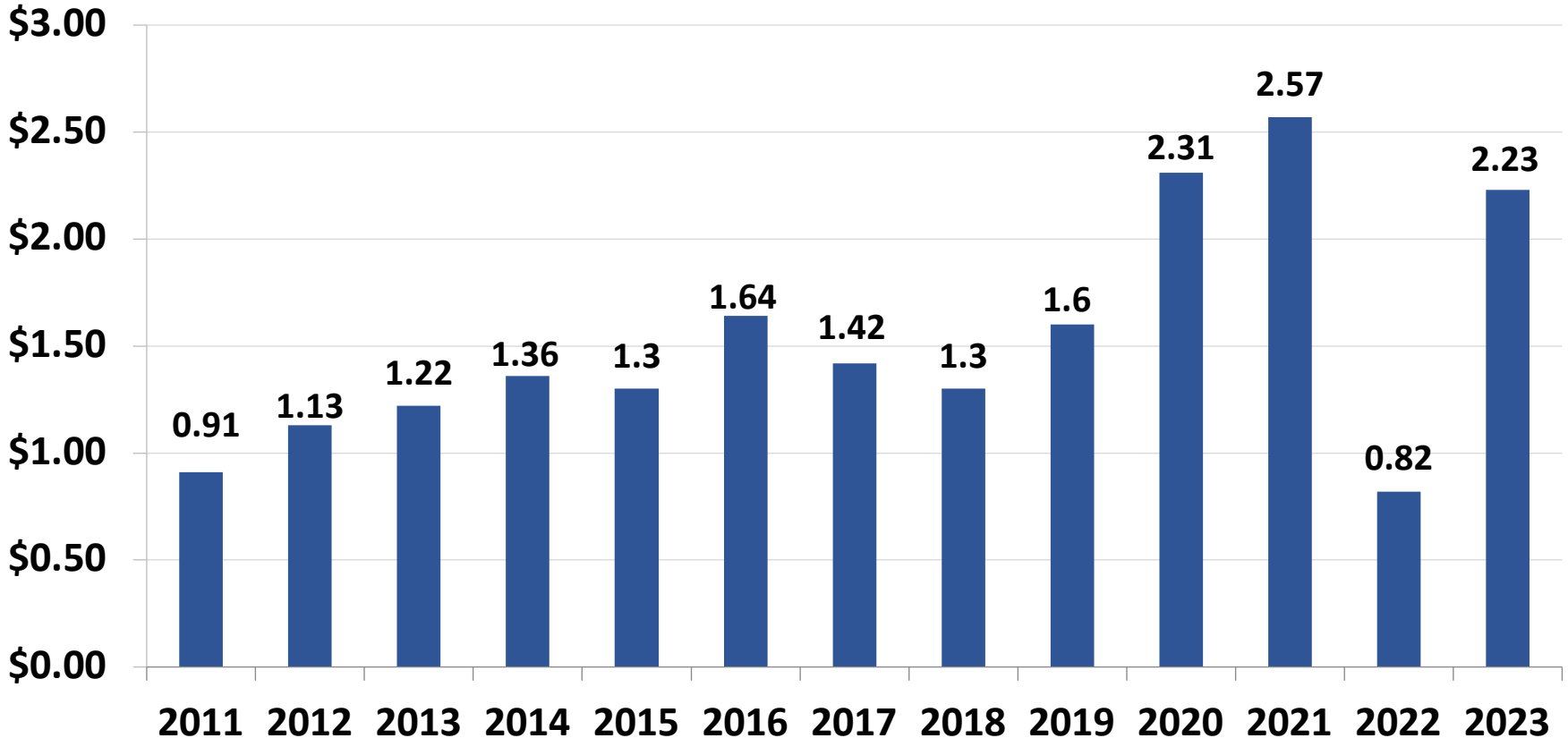
Strong cash flow fueling growth.
EBITDA, impacted by extra supply chain costs in 2022, rebounded in 2023.

Net Income



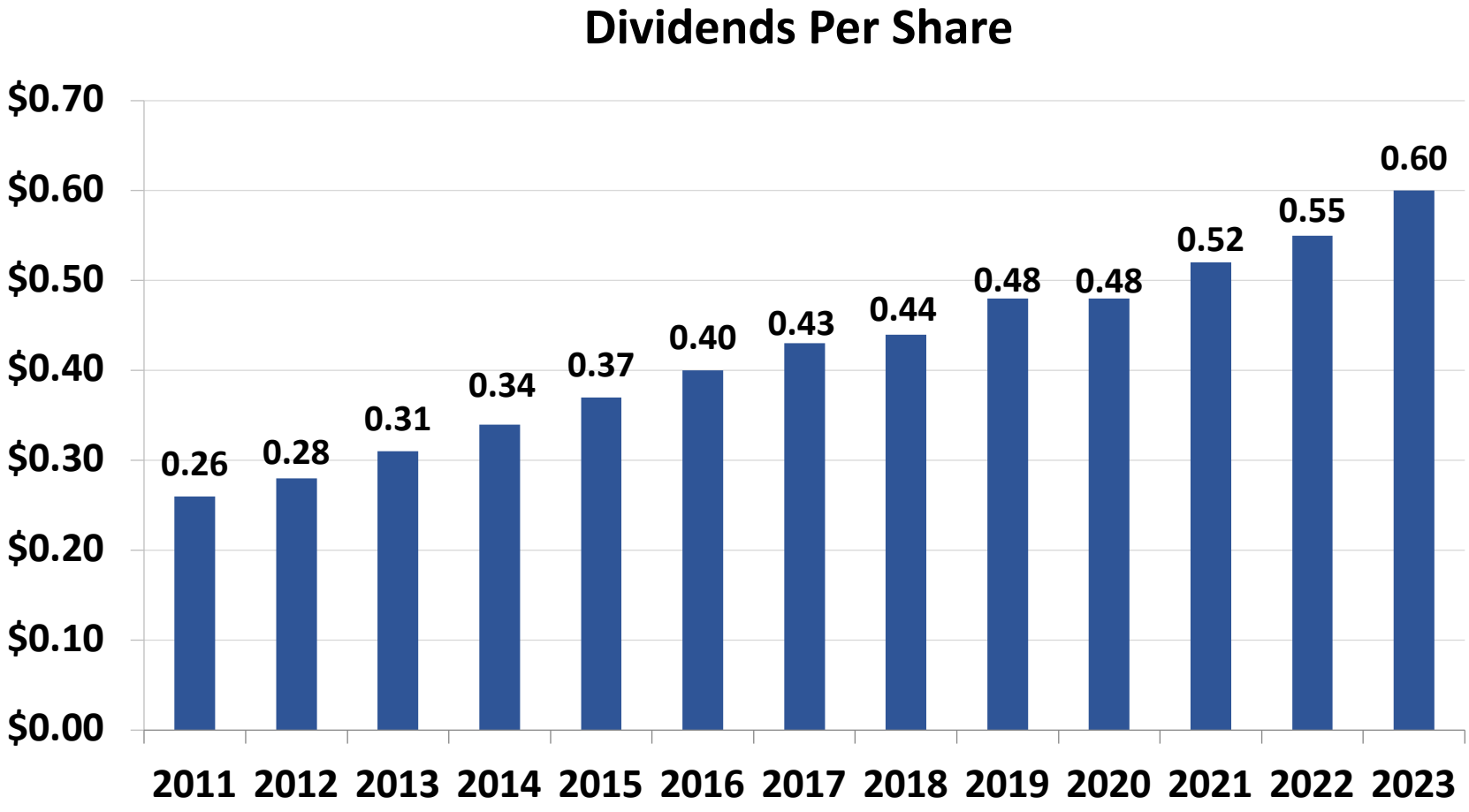
Net income rebounded in 2023.

Earnings Per Share



EPS rebounded in 2023.

Dividend History



Strong and consistent dividend growth for more than a decade.
Quarterly dividend of $0.15 per share declared in December 2023.

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 with Barcode Technology

Targeting $750MM Van Service Market

- Technology moves to cabinet
- Scan yellow SmartTab card for **local replenishment**, ensuring OSHA compliance
- Full back-end SafetyHub business **intelligence and management tools**

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

- 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

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

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

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** in 2024 and beyond
- 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**
- Seek additional tuck-in **acquisitions**

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

Acme United Corporation

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