

Acme United Corp. (ACU)

Company Report – March 21, 2026

In 2025, Acme United Corporation delivered record sales and earnings, achieving the strongest financial performance in its history despite a year marked by volatility and uncertainty. The Company navigated tariff disruptions, shifting customer demand, and global supply chain challenges to produce improved results across most of its key metrics.

For the quarter ended December 31, 2025, net sales rose to \$47.5 million, compared to \$45.9 million in the fourth quarter of 2024, representing a 3% increase. Net income for the quarter grew 10% to \$1.9 million, or \$0.46 per diluted share, compared to \$1.7 million, or \$0.41 per diluted share, in the prior-year period. Diluted earnings per share increased 12%.

For the full year ended December 31, 2025, net sales reached \$196.5 million, up 1% from \$194.5 million in 2024. Net income increased 2% to \$10.2 million, or \$2.49 per diluted share, compared to \$10.0 million, or \$2.45 per diluted share, in 2024.

In January 2026, the Company bought My Medic, a leading direct-to-consumer supplier of advanced first aid and bleed control products in the United States. It has over 500,000 social media followers had sales of approximately \$19 million in 2025.

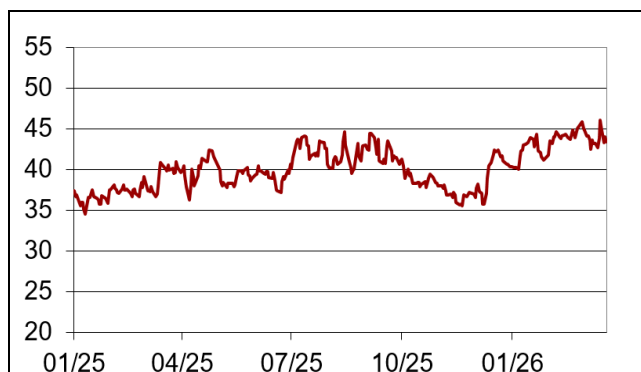
We reiterate our buy recommendation for Acme United Corp. with a price target of \$53.47 for 2026, which is 23% above today's stock price.



Chairman and CEO Walter C. Johnsen stated that the Company successfully navigated customer uncertainty and increased costs resulting from tariffs imposed in April 2025. These tariffs changed multiple times throughout the year and significantly disrupted retail activity, leading many customers to delay or cancel promotions.

When tariffs on Chinese goods were reduced from 145% to 30% in late April 2025, the Company's teams in the United States and Asia responded rapidly as they shipped more than 50 containers within days.

At the same time, Acme worked with suppliers to open new factories in Vietnam, Thailand, and Malaysia, while increasing productivity in domestic plants, and implementing modest price increases to offset higher costs.



Market Data	
Price	\$43.41
Sector	Consumer Products
52-Week Price Range	\$35.31 - \$47.31
Shares Issued (m)	4.08
Market Cap (m)	\$177.01
Listings	ACU (NYSE Mkt)
Website	http://www.acmeunited.com

THE COMPANY

Acme United Corporation is a supplier of cutting, measuring and safety products for the school, home, office, outdoors, fishing, hardware, and industrial markets. Its principal products are scissors, rulers, pencil sharpeners, knives and first aid kits.

The Company's products are organized under several main brands: Westcott, Clauss, First Aid Only, PhysiciansCare, DMT, Spill Magic, Med-Nap, Safety Made and My Medic. Both the number of products offered under these brands, as well as the number of physical and online stores where these products are available, continue to grow.

Acme's quest for innovation is reflected by its on-going goal of generating at least 30% of its sales from products developed in the last 3 years. Therefore, the Company works with new, often proprietary, materials and adds new user-friendly features to existing tools.

The Company's products are available at Staples, Office Depot, Office Max, United Stationers, SP Richards, W.B. Mason, Home Depot, Target, Wal-Mart, Walgreens, Grainger, McMaster Carr, Meijer, Fred Meyer, and many other major chains all over the world. Also online sales are substantial. In fact, Amazon is one of Acme United's most important customers.

Acme United pays a quarterly dividend of 16 cents per share. Traditionally the Company increases the amount by 1 cent every 6 to 8 quarters, the last one being in June of 2024. Mr. Johnsen commented on this occasion, "This is Acme United's fifteenth dividend increase since 2004. We are optimistic about our future, and we are pleased to provide this additional return to shareholders."

Strategic Positioning in the Current Tariff Environment

In anticipation of the tariff increase, Acme focused on minimizing its internal overhead. Through capital projects and enhanced production operations, the Company realized over \$2 million in annual productivity savings.

In addition, the Company has adapted to global sourcing shifts, noting that many Chinese factories have relocated production to Vietnam, Thailand, and Cambodia—a trend the Company has been actively involved in. For example, shipments from Thailand commenced in December 2024, replacing items previously sourced from China.

Production of other items has been moved to India. While tariffs are also in place on products being imported from those countries, they aren't as high as on goods imported from China.

Finally, the Company has extensive domestic production capabilities thanks to multiple U.S.-based plants. Increased activity at these facilities has led to expansion initiatives such as the growth of Spill Magic operations in Tennessee and heightened automation in Rocky Mount, North Carolina and Vancouver, Washington. This domestic production focus serves as a key advantage.

In fact, in July 2025, Acme United purchased a 77,000-square-foot manufacturing and warehouse facility in Mt. Pleasant, Tennessee, for approximately \$6 million. The infrastructure, which sits on a 12-acre site with expansion capacity of up to an additional 60,000 additional square feet, is fully climate-controlled and FDA-compliant.

It will primarily support the Company's Spill Magic product line, known for its rapid-response spill cleanup solutions used in schools, stores, and industrial settings.



The new Spill Magic manufacturing and distribution center in Mt. Pleasant, Tennessee was purchased by Acme United (ACU) for approximately \$6 million..

BRANDS

Today, Acme United has several main brands, such as Westcott, Clauss, First Aid Only, PhysiciansCare, DMT, Spill Magic, Med-Nap, Safety Made, Elite First Aid and First Aid Central.

Westcott began as a ruler company more than 140 years ago. It sells between 60 and 80 million scissors, and between 15 and 18 million rulers annually. It truly is the leading scissors brand in the United States and one of the leading ruler brands in North America.

The Company's infamous grey/yellow Titanium Bonded Non-Stick scissors are known all over the globe. The blades are lightweight, stay sharper longer, and are five times harder than steel. Also, they have a non-stick coating that resists adhesives.



Acme continues to see growth in Westcott's sewing and paper crafting categories

The Westcott scissors business continues to become stronger. In fact, Mr. Johnsen mentioned during a conference call that a large retailer tried a different scissors supplier, but quickly returned to Westcott because sales of the other brand were disappointing. A true validation of the brand.

Westcott is also known for its line of Safety Cutters. The safer-slicing retractable box cutters with ceramic knives have ergonomic

improvements so the user can actuate on top or side of the slider. In addition, they are available with replaceable and non-replaceable blades. Next to being safer, the Slice ceramic blades last up to 11 times longer than metal blades.

In addition, the brand constantly innovates and brings new products to the market. For example, it launched a set of revolutionary glue guns for the craft and DIY markets. These guns have non-stick internal mechanisms so that the glue sticks don't clog up the machines. Also, the tips of the guns have non-stick color changing coatings. When the tip of the gun is hot enough to dispense the glue, it turns red. The red color is also an indication for users not to touch it. When the tip has cooled off, it's blue.

Clauss has its roots dating back to 1877 as a scissors, razors and kitchen knives manufacturer. Today, Clauss offers a substantial line of quality cutting tools for professionals in the hardware & industrial, lawn & garden, food processing, sewing, and housewares channels.

When the brand was re-introduced, shortly after it was acquired by Acme in 2004, it was a simple scissors business, available in only a handful of stores. Since then, Clauss has completely transformed and become an established name in the industry with a broad hardware line that is available at Lowe's, Home Depot, Sears, Granger, McMaster-Carr and many others.

Similar to Acme's other brands, Clauss applies its proprietary coatings to everyday tools. The brand, for example, markets a family of putty knives that have a full tang construction with a hardened, tempered blade that has Titanium non-stick bonding for superior adhesive and rust resistance.

Another noteworthy product is the Clauss 8" Workbench Shear with Titanium bonded blades that are 3x harder than untreated stainless steel. The shear also features an integrated box cutter and bottle opener.

First Aid Only (FAO) is a supplier of SmartCompliance first aid kits, refills, and

safety products that meet regulatory requirements for a broad range of industries.

The business was founded in 1988 and pioneered consultative selling and support of first aid items to large corporate customers. It has since become a recognized industry leader. It was acquired by Acme United in June 2014.

FAO operates out of a modern 54,000 square-foot facility in Vancouver, Washington where well over 100 people are employed. All of FAO's first aid kits are produced in the United States.



The RFID-Enabled SmartCompliance Cabinet was the star at Acme's booth at the 2025 NSC Safety Congress & Expo.

First Aid Only is especially known for its SmartCompliance kits. Most businesses are federally mandated to have first aid solutions that are compliant with OSHA as well as ANSI standards. These SmartCompliance first aid supply cabinets ensure that a business is covered.

The innovative design of the SmartCompliance first aid cabinet eliminates disorganized and missing supplies often seen within traditional first aid cabinets. As first aid products are used, the SmartTab ezRefill reminders notify a user when it's time to reorder so that supplies never run out when it matters most.

The First Aid Only SafetyHub app, which is available for both Apple and Android, provides a platform to manage and refill SmartCompliance cabinets. Users can search and scan barcodes on individual first aid products, as well as place requisitions for ANSI & OSHA compliant first aid kits. Features such as the "Physical Inventory Count" keeps users aware of which products to reorder and when to do so through inventory reminders.

PhysiciansCare offers a wide assortment of first aid kits, emergency and disaster kits, kit refills, hearing, eye and head protection, and ergonomic supports and braces.

It also carries a successful branded line of over-the-counter medications, including the active ingredients aspirin, acetaminophen and Ibuprofen, etc. PhysiciansCare's products are sold at Staples, Office Depot, United Stationers, Office Max and many others.

Diamond Machining Technology (DMT) is the world's leading innovator of manual diamond sharpening technology. It has around 30 employees and sells its products at chains such as Home Depot, Bass Pro Shops, Grainger, Fastenal, and Amazon. DMT manufactures all its products in the United States and exports worldwide to nearly 50 countries.

DMT is renowned for its polka dot pattern diamond surface products. It offers sharpening solutions for virtually every user, from do-it-yourselfers to professionals and large commercial operations.

DMT's products differ significantly from those of its competitors. For example, DMT makes certain that each sharpening surface carries the most diamonds per square inch in the industry to guarantee long-lasting performance.

The uniformity of the diamond is also key to a sharpener's performance. DMT uses a proprietary process that ensures near-perfect consistency in grit size. The result is a micronized monocrystalline diamond that covers evenly across the sharpening surface to prove effective with every use, year after year.

Since Acme bought DMT in 2016, sales have continued to rise fast. New equipment and machinery was since installed to significantly expand its production capacity. More orders are coming in as the business continues to grow both in the U.S. and abroad.

Spill Magic manufactures a wide variety of spill pickup products that handle anything from liquid spills, hazardous material spills and even biohazard spills. It has two facilities, one in Santa Ana, CA and the other one in Smyrna, TN. Acme United acquired Spill Magic in February 2017.

Spill Magic's best-selling product is its non-toxic, non-flammable, lightweight absorbent that quickly removes any spilled liquid or semi-liquid of any origin. It turns the liquid into a dry powder almost immediately, while leaving no spill residue behind. It's safe for use around humans, animals, plants and the environment; and will not damage cement, asphalt, carpet or any floor surface.

The Spill Magic absorbent is being used thousands of times every day in national and regional grocery, retail, big box, and countless other retail stores in the United States.

Spill Magic focusses on B2B customers, such as retail, grocery, restaurant, hotel chains and governmental agencies with the goal of reducing slip and fall accidents in their locations. Some of its customers include Target, McDonalds, and Wal-Mart. The latter, for example, uses Spill Magic products in each of its stores.

Early 2020, the Company opened up the Canadian first aid market thanks to the acquisition of **First Aid Central (FAC)**, a Canadian owned and operated manufacturer of first aid kits and safety supplies.

In business for over 12 years, FAC is a provider of cost effective first aid products for individuals and businesses in every industry. FAC generated approximately C\$4.3 million in revenues in 2019. Although an acquisition price was not disclosed, Acme United did mention that it expects FAC to be accretive in 2020.

What makes this acquisition so attractive – next to the financial aspect – is the fact that FAC holds a valid Medical Device Establishment License issued by Health Canada. This requirement helps to ensure that certain regulatory requirements and procedures are in place with regards to the medical products that FAC offers in Canada.

This license is hard to obtain and truly opens many doors in Canada for Acme United. Several of Acme's multinational customers that already purchase first aid products in the United States, can now also be served in their Canadian branches. After all, regulations regarding medical products are very strict and differ significantly country by country.

Based in Laval, Canada, FAC produces and sells a complete line of first aid kits, refills, and safety products that cover all personal and industrial needs as well as provincial and federal regulations.

Mid-December 2020, Acme United acquired the assets of **Med-Nap LLC.**, a Brooksville, Florida based manufacturer of alcohol prep pads, alcohol wipes, benzalkonium chloride wipes (BZK), antiseptic wipes, and other first aid products.

What makes this acquisition for Acme even more interesting is that Med-Nap has an FDA-registered manufacturing facility where it produces all of its products. In fact, there are only a handful of companies that manufacture these types of products in the United States, which gives Acme two major advantages:

- First, it doesn't have to import these products anymore from China. With the emphasis on sourcing local getting stronger, this is important.
- Second, having such a manufacturing facility at its disposal gives Acme the ability to manufacture all kinds of other tear-open packaging products, such as burn cream, etc.

In June of 2022, Acme acquired **Safety Made**, a well-known manufacturer of first aid kits, as well as the exclusive source for Dorcy, Life Gear and DieHard flashlights, in the promotional products industry.

Basically, Safety Made sources a wide variety of products, assembles them and then screen-prints a company's name or logo on the products. Companies use promotional products, like safety kits, to build brand awareness, make clients aware of a rebranding, hand out at an event or conference, or simply launch a marketing campaign.

In a strategic move to further strengthen its position in the safety and first aid market, Acme United acquired **Elite First Aid** in May 2024. The North Carolina-based company is a prominent supplier of first aid and tactical medical kits for a variety of markets, including military, law enforcement, and emergency services. With revenues of approximately \$4.2 million in 2023, Elite First Aid has established itself as a trusted name in the industry.

This acquisition is part of Acme United's ongoing effort to expand its product offerings and enhance its market reach in the first aid and emergency preparedness sectors.

Known for its comprehensive range of high-quality first aid products, Elite First Aid established itself as a reliable provider of critical medical supplies designed to meet the rigorous demands of its clientele.

RECENT EVENTS

Acme United Closes Biggest Acquisition To Date

Early 2026, Acme United took a major strategic step with the acquisition of the assets of SLED Distribution, LLC, which operates under the brand name "My Medic." The transaction represented the largest acquisition in Acme United's history to date and significantly strengthened the Company's position in the growing market for tactical, trauma, and emergency response products.

Founded in 2014, My Medic is a leading supplier of life-saving medical kits and emergency preparedness products, with a strong emphasis on the direct-to-consumer (D2C) channel. The company generated approximately \$19 million in revenue in 2025 and is headquartered in North Salt Lake,

Utah, where it employs about 40 people. Importantly, Acme United confirmed that My Medic's current management team will remain in place following the acquisition, ensuring continuity of leadership and brand vision.



My Medic is Acme United's biggest acquisition so far. The Utah-based company provides high-quality, comprehensive first aid kits and emergency preparedness supplies.

My Medic's Utah operations are robust and vertically integrated. The facility includes a large marketing department with an in-house production studio, an accounting team, and an assembly and warehouse operation. This infrastructure has supported the company's highly effective digital strategy, which includes an extensive library of training videos and a social media following exceeding 500,000 followers across platforms.

Approximately 80% of My Medic's sales are generated through direct-to-consumer channels. While specific margin figures were not disclosed, D2C sales typically carry higher margins than traditional wholesale or retail distribution. It's fair to assume that these margins can be further enhanced through Acme's own direct sourcing capabilities, global supply chain expertise, and manufacturing scale.

Walter C. Johnsen, Chairman and CEO of Acme United, expressed enthusiasm about the acquisition, stating that the combination of the two companies' marketing, distribution, sourcing, and manufacturing strengths will significantly expand the reach and value of My Medic's products. Acme United plans to keep My Medic's operations in North Salt Lake and to invest in expanding both its product

offerings and its geographic reach in the United States and Canada.

Overall, the acquisition of My Medic marks a milestone for Acme United. By combining My Medic's strong brand, digital marketing prowess, and loyal consumer base with Acme United's sourcing strength and retail distribution capabilities, the Company aims to accelerate growth, expand margins, and broaden access to critical emergency and trauma response products.

Acme United Leverages My Medic Acquisition at Record-Breaking SHOT Show

The 48th SHOT Show officially opened at The Venetian Expo and Caesars Forum, marking the start of a highly influential week for the global firearm and outdoor industries. The four-day event, held January 20–23, drew more than 53,000 industry professionals and underscored the continued strength and reach of the sector.

The sold-out show encompassed more than 830,000 net square feet and featured over 2,800 exhibitors representing target shooting, hunting, outdoor recreation, personal protection, and law enforcement. Buyers and industry professionals attended from all 50 U.S. states and 126 countries.

Among the exhibitors was Acme United Corp., which maintained a notable presence with two booths. A smaller booth showcased DMT Diamond Sharpeners, while a larger booth brought together the Elite First Aid brand and My Medic. The joint exhibit highlighted the strategic value of the acquisition, combining My Medic's reputation as a marketing powerhouse with Acme United's established portfolio of first aid brands.

My Medic's marketing expertise is widely viewed as a key driver that could help boost sales across Acme United's broader first aid offerings. At the same time, Acme United's long-standing relationships and substantial business with large national retailers is expected to help My Medic expand distribution of its distinctive and highly attractive products into those retail channels.

Elite First Aid used the show to introduce new products, including K9 medical kits that were displayed publicly for the first time. These kits were specifically developed for police and military applications, addressing specialized medical needs for working dogs. In addition, Elite First Aid unveiled three new survival kits designed for emergency preparedness and outdoor use.



Acme United had two booths at this year's SHOT Show. A smaller booth showcased DMT Diamond Sharpeners, while a larger booth brought together the Elite First Aid brand and My Medic.

The Acme United booths experienced heavy traffic throughout the opening of the show. Company representatives reported an unusually high number of qualified leads generated during the event, reflecting strong interest from law enforcement, military, and commercial buyers. The marketing team plans to conduct extensive follow-up in the weeks ahead.

Acme United Europe Showcases Growth Ambitions at Medica 2025

Late last year, Acme United's European team made a strong impression at this year's Medica 2025 show, where it exhibited its portfolio of medical products to thousands of industry professionals.

The centerpiece of Acme United's presence at Medica was First Aid Only, a brand known for its high-quality first aid kits, compliance solutions, and workplace safety products. As

demand grows within both retail and industrial segments, Acme United Europe aims to significantly broaden the brand's footprint across European markets.



Part of Acme United's team at Medica 2025.

To support this ambition, the company recently hired an experienced sales professional, who came over from one of Germany's largest medical supplies companies. This strategic addition brings deep industry expertise, a strong network, and an understanding of the competitive landscape – all critical assets as Acme United accelerates its engagement with pharmacies, industrial groups, and other key customer segments.

Medica 2025 proved exceptionally productive for Acme United's business development efforts. Over the course of the show, the team registered hundreds of new contacts, with over twenty percent of them classified as 5-star, high-potential leads. These prospects represent valuable opportunities across Acme United Europe's target markets.

Medica 2025 itself marked a milestone year for the global healthcare industry. More than 5,300 exhibitors from 70 nations presented cutting-edge solutions for modern outpatient and inpatient care at the Messe Düsseldorf in Germany.

FINANCIALS

Selling, general and administrative (SG&A) expenses declined as a percentage of sales in the fourth quarter to 32%, or \$15.2 million,

compared to 34%, or \$15.5 million, in the fourth quarter of 2024. For the full year, SG&A expenses were \$62.7 million, or 32% of sales, consistent with the prior year.

Amounts in \$000's	12/31/25	12/31/24
Net Sales	47,524	45,943
Cost of Goods Sold	29,376	28,178
S, G & A Expenses	15,247	15,483
Income From Operations	2,901	2,282
Pre-Tax Income	2,473	1,863
Income Tax Expense	596	153
Net Income	1,877	1,710
Diluted Shares Outs.	4,076	4,155
Diluted EPS	0.46	0.41

Selected income statement data for the quarters ended December 31, 2025 and December 31, 2024. Source: Company Filing

Gross margin for the fourth quarter was 38.2%, slightly below the 38.7% recorded in the same period of 2024. For the full year, gross margin improved modestly to 39.4% compared to 39.3% in the prior year.

Operating profit in the fourth quarter of 2025 increased 27% compared to the fourth quarter of 2024. Interest expense declined from \$1.9 million in 2024 to \$1.6 million in 2025 due to lower debt levels and reduced interest rates.

Balance Sheet As Of December 31, 2025

Acme's balance sheet remains healthy. As of December 31, 2025, bank debt less cash stood at \$18.1 million, compared to \$21.5 million a year earlier.

During 2025, the Company generated approximately \$13.6 million in free cash flow. It distributed approximately \$2.3 million in dividends, acquired a German cutting and sharpening product line for \$1.6 million, and purchased a new 78,000-square-foot manufacturing and distribution facility in Mt. Pleasant, Tennessee for approximately \$6 million to expand its Spill Magic business.

Amounts in \$000's	12/31/25	12/31/24
Cash and Cash Eq.	3,596	6,399
Accounts Receivable	29,098	28,236
Inventories	59,852	56,254
Total Current Assets	96,195	95,460
Property & equipment	38,541	31,653
Intangible Assets, net	19,473	20,323
Total Assets	170,998	162,170
Accounts Payable	8,066	9,005
Total Current Liabilities	22,872	22,872
Bank Debt	11,853	17,606
Total Liabilities	53,387	55,190
Total Stockholder Equity	117,611	106,980

Selected balance sheet data for December 31, 2025 and December 31, 2024. Source: Company Press Release

Segment Performance

Acme United reports financial information on three separate business segments: the United States (including Asia), Canada and Europe.

Amounts in \$000's	FY 2025	FY 2024
U.S.	165,143	166,152
Canada	15,128	13,261
Europe	16,271	15,077

Sales per segment for the years ended December 31, 2025 and December 31, 2024 (Source: Company Filing)

In the **United States** segment, fourth-quarter net sales remained flat compared to the prior year, while full-year sales declined 1%. First aid and medical product sales were strong, but school and office product sales declined due to tariff-related order cancellations.

European net sales increased 31% in U.S. dollars (22% in local currency) during the fourth quarter and rose 8% in U.S. dollars (4% in local currency) for the full year. Despite a weak overall economy, the Company gained market share in cutting tools. On October 1, 2025, its German subsidiary acquired Schmiedeglut, a direct-to-consumer cutting and sharpening supplier with annual sales of approximately \$2 million. Acme Europe paid \$1.6 million, and the acquisition contributed approximately \$0.5 million in fourth-quarter sales.

In **Canada**, fourth-quarter net sales increased 14% in both U.S. dollars and local currency, and full-year sales rose 14% in U.S. dollars and 16% in local currency. Growth was driven by strong first aid sales, market share gains in industrial and retail channels, continued e-commerce expansion, and better-than-expected performance from Hawktree Solutions.

OUTLOOK & VALUATION

Several initiatives strengthened the Company's long-term competitive position in 2025. The first aid division introduced the RFID SmartCompliance Cabinet at the 2025 NSC Safety Congress & Expo. The RFID system is a patented automatic replenishment system that uses sensors to detect depleted or obsolete components in industrial first aid kits and that automatically generates refill orders. Customers typically save between 30% and 50% compared to traditional van-based delivery systems.

The Westcott brand expanded market share in cutting tools, particularly in the craft segment, leveraging patented nonstick technology to create differentiated products designed for cutting adhesive materials. The Company also grew its line of ceramic safety tools and increased sales of industrial cutting tools.

Investments in robotics at three U.S. based sites improved assembly efficiency and quality for first aid refill products. The Company also implemented new warehouse optimization software at its facility in Rocky Mount, streamlined inventory processes, and deployed drones for nightly inventory reconciliation.

In addition to the Tennessee facility acquisition, the Company purchased new automated processing equipment to support the expansion of its Spill Magic, bodily fluid kit, and blood-borne pathogen product lines.

Finally, in January 2026, the Company acquired My Medic, a leading direct-to-consumer supplier of advanced first aid and bleed control products in the United States. My Medic generated approximately \$19 million in revenue in 2025 and was acquired

for \$18.7 million. With more than 500,000 social media followers, the brand provided a strong platform for expanded product offerings and distribution in the U.S. and Canada.

Management emphasized that the Company exited 2025 with a strong balance sheet and continued to benefit from investments in distribution capacity, productivity improvements, and cost reduction initiatives. It continued to invest in advanced production equipment at its Med-Nap facility in Brooksville, Florida, expanded its quality assurance capabilities, and prepared to become a significant domestic supplier to the broader U.S. medical market.

As the Company moves into 2026, it expects growth in its first aid and medical segments and a normalization of retail merchandising and promotional activity. With expanded domestic production and diversified international sourcing, the Company believes it is well positioned for continued growth, both organically and through acquisitions.

Valuation

Acme United competes with many companies in each market and geographic area. The major competitors in the cutting category are 3M and Fiskars Corporation, while Maped and Staedtler are the major competitors in the measuring category. In addition, the major competitor in the pencil sharpener category is Bostitch, and in the safety category Acme faces most competition from Johnson and Johnson.

Although there are many competitors, it's hard to identify a peer group of companies, because there's no other Company in exactly the same line of business as Acme United. Moreover, some of these other companies that engage in the Company's line-of-business do so through divisions or subsidiaries that are not publicly-traded.

For reason of comparison, we have placed the Company in the Housewares & Accessories industry. The average P/E ratio for a Company in that industry is 20.41x.

Acme is not providing guidance for 2026 at this moment. Due to the current market's instability, we are going to be conservative in our estimate and expect earnings per share of \$2.62 for the full fiscal year 2026, which is a little over five percent higher than the full year EPS in 2025.

Applying our full fiscal year EPS estimate of \$2.62, and the 20.41x P/E multiple from the peer group, we reach the following calculation: \$2.62 estimated EPS multiplied by 20.41 = \$53.47.

Based on these calculations, we reiterate our buy recommendation for Acme United Corp. with a price target of \$53.47 for 2026, which is 23% above today's stock price.

SHARE DATA & OWNERSHIP

On March 6, 2026 Acme United had approximately 3,808,000 common shares outstanding. The principal owners of the Company's common stock are Capital Management Corp (14.21%), Mink Brook Asset Management LLC (10.01%), Walter Johnsen (8.32%), North Star Investment Management Corporation (6.62%), and The Vanguard Group (4.79%).

MANAGEMENT

❑ WALTER C. JOHNSEN - CHAIRMAN AND CEO

Mr. Johnsen has served as director since 1995 and as Chairman and Chief Executive Officer since November 30, 1995. Before joining the Company he was Vice Chairman and a principal of Marshall Products, Inc., a medical supply distributor.

❑ PAUL DRISCOLL - VICE PRESIDENT AND CFO, SECRETARY AND TREASURER

Mr. Driscoll has served as Vice President and Chief Financial Officer, Secretary and Treasurer since October 2, 2002. Mr. Driscoll joined Acme as Director International Finance on March 19, 2001. From 1997 to 2001 he was employed by Ernest and Julio Gallo Winery including two years in Japan as Director of Finance and Operations. Prior to

Gallo he served in several increasingly responsible positions in Sterling Winthrop Inc. in New York City and Sanofi S.A. in France.

▣ **BRIAN OLSCHAN - PRESIDENT AND COO**

Mr. Olschan served as Senior Vice President of Sales and Marketing from September 10,

1996 until January 22, 1999. Effective January 23, 1999, he was promoted to President and Chief Operating Officer. From 1984 to 1996, he was employed by General Cable Corporation in various executive positions.

ANNUAL INCOME STATEMENT FY 2022 – FY 2025

All numbers in thousands

PERIOD ENDING	FY 2022	FY 2023	FY 2024	FY 2025
Total Revenue	193,962	191,501	194,490	196,542
Cost of Revenue	130,403	119,291	118,139	119,132
Gross Profit	63,559	72,210	76,351	77,410
Operating Expenses				
Selling, General and Administrative	57,285	59,022	62,211	62,685
Non Recurring	-	-	-	-
Others	-	-	-	-
Total Operating Expenses	57,285	59,022	62,211	62,685
Operating Income or Loss	6,274	13,188	14,140	14,725
Income from Continuing Operations				
Total Other Income (Expenses) Net	(246)	(28)	95	(47)
Earnings Before Interest And Taxes	6,028	13,160	14,235	14,678
Net Interest Expense	2,365	2,977	1,942	1,560
Gain on Sale of Assets		12,551*		
Income Before Tax	3,663	22,734	12,293	13,118
Income Tax Expense	628	4,941	2,270	2,933
Net Income From Continuing Ops	3,035	17,793	10,023	10,185
Non-recurring Events				
Discontinued Operations	-	-	-	-
Extraordinary Items	-	-	-	-
Effect Of Accounting Changes	-	-	-	-
Other Items	-	-	-	-
Net Income	3,035	17,793	10,023	10,185
Preferred Stock And Other Adjustments	-	-	-	-
Net Income Applicable To Common Shares	\$3,035	\$17,793	\$10,023	\$10,185

Annual Income Statement FY 2022 – FY 2025. Source: Company Filings

* In 2023, Acme United sold its Camillus and Cuda hunting and fishing product lines to GSM Holdings, Inc.



Acme United Corporation

US: ACU

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About Smallcaps Investment Research

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