

Mace Security International, Inc.

OTCQX (MACE) | Personal Security and Defense Products | Market Cap. \$17.2 M | 68M shares OS



Company Overview:

Mace Security International, Inc., based in Cleveland, Ohio, is a diversified manufacturer and provider of personal safety and security products to consumer and business market segments under the world-renowned Mace® Brand. Since 1970, Mace Brand has been the original trusted brand for personal defense sprays, while continuously adding high quality security products to the product line through the years. Mace® has the most recognized brand name in the personal safety and security industry.

Financial Summary in 000s USD	3 Mos. Ended		Fiscal year ended 12/31		
	3/31/2020	3/31/2019	12/31/2019	12/31/2018	12/31/2017
Revenues	2,791	2,712	10,504	11,489	9,983
Cost of Revenue	(1,710)	(1,672)	(6,579)	(7,133)	(5,580)
Gross Profit	1,081	1,040	3,925	4,356	4,403
GP %	39%	38%	37%	38%	44%
Selling, General, and Admin	(881)	(1,818)	(5,057)	(4,754)	(4,121)
Other	(69)	(67)	(163)	(195)	(188)
Operating Income/loss	131	(845)	(1,295)	(593)	94
Other income/(expense)	-	(1)	(349)	(1,393)	(186)
Net interest income/(expense)	(11)	(10)	(53)	42	51
Tax (expense)/benefit	-	-	(3)	(2)	(2)
Income/(Loss) Cont. ops	120	(856)	(1,700)	(1,946)	(43)
Discontinued Ops	-	-	-	-	(22)
Net Income/(Loss)	120	(856)	(1,700)	(1,946)	(65)

Investment Highlights:

- Unmatched brand strength
- Sizable channel presences in brick & mortar, **Mace.com**, ecommerce, and private label
- \$60+ million Tax NOL
- New product development
- Substantial existing capacity to scale manufacturing
- International sales can scale
- Product extension opportunities
- New management, lead investors, and board members with substantial shareholdings
- Public company stock for acquisition opportunities

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