Consolidated Financial Statements

Mace Security International, Inc.

March 31, 2021 and 2020

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CONSOLIDATED BALANCE SHEETS

(Amounts in thousands, except share and per share information)

ASSETS	March 31, 2021 (Unaudited)		2020	
Current assets:	(OII	audited)		
Cash and cash equivalents	\$	844	\$	767
Accounts receivable, less allowance for doubtful				
accounts of \$559 and \$544 at March 31, 2021 and December 31,				
2020, respectively		2,694		2,831
Inventories		3,144		2,817
Note receivable, net of allowance, and other current assets		347		495
- 10.00 - 10.00 10.00				
Total current assets		7,029		6,910
Property and equipment:				
Buildings and leasehold improvements		260		255
Machinery and equipment		2,116		2,056
Furniture and fixtures		111		110
Total property and equipment		2,487		2,421
Accumulated depreciation and amortization		(1,983)		(1,946)
Total property and equipment, net	504			475
Operating lease - right-of-use asset, net of amortization		493		545
Finance lease - right-of-use asset, net of amortization		46		27
Goodwill		1,031		1,031
Intangible assets, net		2,290		2,387
Note receivable, net of allowance, and other non-current assets		14		14
Total other assets		3,874		4,004
Total assets	\$	11,407	\$	11,389

The accompanying notes are an integral part of these consolidated financial statements.

CONSOLIDATED BALANCE SHEETS

(Amounts in thousands, except share and per share information)

LIABILITIES AND SHAREHOLDERS' EQUITY	March 31, 2021 (Unaudited)		December 31, 2020	
Current liabilities:				
Current portion of long-term debt	\$	228	\$	226
Paycheck Protection Program Loan - current portion		588		483
Current operating lease obligation		219		217
Current finance lease obligation		11		7
Accounts payable		913		1,017
Income taxes payable		61		57
Accrued expenses and other current liabilities		626		569
Total current liabilities		2,646		2,576
Long-term debt, net of current portion		-		58
Paycheck Protection Program Loan, net of current portion		34		139
Non-current operating lease obligations		290		346
Non-current finance lease obligations		35		20
Total liabilities		3,005		3,139
Shareholders' equity: Preferred stock, \$.01 par value; authorized 10,000,000 shares, no shares issued and outstanding at March 31, 2021 and December 31, 2020 Common stock, \$.01 par value; authorized 100,000,000 shares, issued and outstanding shares of 64,276,728 and 64,224,228, at		-		-
March 31, 2021 and December 31, 2020, respectively		643		642
Additional paid-in capital		103,548		103,506
Accumulated deficit		(95,767)		(95,876)
Less treasury stock at cost, 90,548 shares at March 31, 2021				
and December 31, 2020		(22)		(22)
Total shareholders' equity		8,402		8,250
Total liabilities and shareholders' equity	\$	11,407	\$	11,389

CONSOLIDATED STATEMENTS OF INCOME

(Unaudited) (Amounts in thousands)

	Three Months Ended				
		Marc	ch 31,		
		2021		2020	
Net sales	\$	3,304	\$	2,791	
Cost of goods sold		2,029		1,71 0	
Gross profit		1,275		1,081	
Selling, general, and administrative expenses		1,061		881	
Amortization of intangible assets		96		69	
Operating income		118		131	
Interest expense		(5)		(11)	
Income before income tax provision		113		120	
Income tax provision		4			
Net income	\$	109	\$	120	
Net income per share					
Basic	\$	0.00	\$	0.00	
Diluted	\$	0.00	\$	0.00	
Weighted average number of common shares (basic)	64	,250,478	63,	,103,584	
Weighted average number of common shares (diluted)	64	,707,697	63,	126,177	

The accompanying notes are an integral part of these consolidated financial statements.

CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

(Unaudited)

(Amounts in thousands, except share information)

				A	dditional					
	Common St	ock			Paid-in	Acc	umulated	Tre	easury	
	Shares	An	nount		Capital		Deficit	<u>S</u>	tock	 Total
Balance at January 1, 2020	63,319,834	\$	633	\$	103,252	\$	(97,577)	\$	(22)	\$ 6,286
Stock-based compensation	579,228		6		201		-		_	207
Issuance of common stock	325,166		3		53		-		-	56
Net income			-		-		1,701			1,701
Balance at December 31, 2020	64,224,228	\$	642	\$	103,506	\$	(95,876)	\$	(22)	\$ 8,250
Balance at December 31, 2020	64,224,228	\$	642	\$	103,506	\$	(95,876)	\$	(22)	\$ 8,250
Stock-based compensation Net income	52,500		1		42		109		<u>-</u>	 43 109
Balance at March 31, 2021	64,276,728	\$	643	\$	103,548	\$	(95,767)	\$	(22)	\$ 8,402

CONSOLIDATED STATEMENTS OF CASH FLOWS

(Unaudited)

(Amounts in thousands)

	Three Months Ended March 31,			nded
	2021)20
Cash Flows from Operating Activities:				
Net income	\$	109	\$	120
Adjustments to reconcile net income to net cash provided by operating activities:				
Depreciation and amortization, including right-of-use asset amortization		187		160
Stock-based compensation		43		30
Provision for losses on receivables		21		6
Provision for obsolete inventory		-		17
Changes in operating assets and liabilities:				
Accounts receivable		116		(280)
Inventories		(327)		(88)
Prepaid expenses and other assets		148		99
Accounts payable		(104)		209
Accrued expenses and other current liabilities		56		(83)
Operating lease obligations		(53)		(52)
Income taxes payable		4		(1)
Net cash provided by operating activities		200		137
Cash Flows from Investing Activities:				
Purchase of property and equipment		(66)		(7)
Net cash used in investing activities		(66)		(7)
Cash Flows from Financing Activities:				
Repayment of debt		(55)		(53)
Payments on financing lease obligations		(2)		(1)
Net cash used in financing activities		(57)		(54)
Net increase in cash and cash equivalents		77		76
Cash and cash equivalents at beginning of year		767		307
Cash and cash equivalents at end of period	\$	844	\$	383

The accompanying notes are an integral part of these consolidated financial statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

NOTE 1 – DESCRIPTION OF BUSINESS AND BASIS OF PRESENTATION

The accompanying consolidated financial statements include accounts of Mace Security International, Inc. and its wholly owned subsidiaries (collectively, the "Company"). All significant intercompany transactions have been eliminated in consolidation. The Company's independent auditors have not performed an audit or review of these consolidated financial statements.

Mace Security International, Inc. operates in one business segment, the Security Segment, which sells personal safety and security products to retailers, distributors, and individual consumers. The Company also sells tactical spray products and systems to law enforcement, security professionals, correctional institutions and military markets.

These unaudited consolidated financial statements should be read in conjunction with the Company's December 31, 2020 audited Consolidated Financial Statements. The results of operations for any interim period are not necessarily indicative of the results to be expected for other interim periods or the full year.

NOTE 2 – REVENUE

Virtually all the Company's net sales are products sold at a point in time through ship-and-bill performance obligations. Revenue is recognized at a point in time when obligations under the terms of a contract with the Company's customer are satisfied. Generally, this occurs with the transfer of control of the Company's products at the time of shipment of products. Revenue is measured as the amount of consideration the Company expects to receive in exchange for transferring product. In some cases, the nature of the Company's contracts give rise to variable revenue as defined in Accounting Standards Codification ("ASC") topic 606, including rebates, credits, allowances for returns or other similar items that decrease the transaction price. These variable amounts generally are credited to the customer based on achieving certain levels of sales activity, product returns and making payments with specific terms. Variable revenue is estimated at the most likely amount that is expected to be earned. Such estimated amounts are recognized when revenue is recorded. Estimates of variable revenue and determination of whether to include estimated amounts in the transaction price are based largely on an assessment of the anticipated performance and all information (historical, current and forecasted) that is reasonably available.

Sales, value-added or other taxes collected by the Company concurrent with revenue producing activities are excluded from revenue. The Company allows some customers to return product when the product is defective as manufactured. The Company accrues for estimated future warranty cost in the period in which the sale is recorded. The expected cost associated with the Company's warranties is recognized in cost of goods sold in the consolidated statements of operations. The Company calculates its warranty accrual based on historic warranty loss experience. Amounts billed to customers in sales transactions related to shipping and handling represent revenues earned for the product provided and are included in net sales. Costs of shipping and handling are included in cost of goods sold.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

The following table disaggregates the Company's net sales by type of customer.

	Three Months Ended March 3				
Net Sales by Type of Customer		<u>2021</u>	<u>2020</u>		
Consumer	\$	3,060	\$ 2,296		
Tactical		70	111		
International		118	334		
Other		56	50		
Total	\$	3,304	\$ 2,791		

NOTE 3 – NET INCOME PER SHARE

The Company's net income per share was computed by dividing net income by the weighted-average number of common shares outstanding for each respective period. Diluted earnings per share was calculated by dividing net income by the weighted-average number of all potentially dilutive common shares that were outstanding during the periods presented using the treasury stock method.

The calculation of basic and diluted earnings per share were as follows:

	Three Months Ended March 31,				
		2021		2020	
Numerator					
Net income	\$	109	\$	120	
Denominator					
Determination of shares					
Weighted-average common shares outstanding	64,	,250,478	3	63,103,584	
Dilutive effect – share based awards		457,219)	22,593	
Diluted weighted-average common shares outstanding	64,	,707,697	7	63,126,177	
Earnings per common share					
Basic	\$	0.00	<u></u> \$	0.00	
Diluted	\$	0.00) \$ <u> </u>	0.00	

Outstanding stock options relating to approximately 20,625 and 2,816,587 weighted-average shares were excluded from the calculation of diluted earnings per share for the three months ended March 31, 2021 and 2020, respectively, as the impact of including such stock options in the calculation of diluted earnings per share would have an anti-dilutive effect.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

NOTE 4 – IMPACT OF NEWLY ISSUED ACCOUNTING STANDARDS

There were no new accounting pronouncements in 2021 that had or are expected to have a material impact on the Company's Consolidated Financial Statements.

NOTE 5 - SUPPLEMENTARY CASH FLOW INFORMATION

Interest paid on all indebtedness was \$4 and \$11 for the three months ended March 31, 2021 and 2020, respectively.

Income tax paid was \$0 and \$1 for the three months ended March 31, 2021 and 2020, respectively.

NOTE 6 - GOODWILL AND INTANGIBLE ASSETS

Goodwill and intangible assets consist of:

	Estimated Useful Life	Original Cost	Accumulated Amortization		et Book Value
March 31, 2021					
Goodwill		\$ 1,031	\$	-	\$ 1,031
Non-competition agreement	4 years	20		(17)	3
Trademarks	15 years	630		(144)	486
Customer Relationships	9 years	1,936		(854)	1,082
License	3 years	150		(150)	-
Patents	15 years	39		(5)	34
Non-amortized trademarks		685			 685
Total intangible assets		3,460		(1,170)	2,290
Total goodwill and intangible assets		\$ 4,491	\$	(1,170)	\$ 3,321

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

	Estimated Useful Life	Original Cost	Accumulated Amortization						Net Book Value
<u>December 31, 2020</u>									
Goodwill		\$ 1,031	\$	-	\$ 1,031				
Non-competition agreement	4 years	20		(16)	4				
Trademarks	15 years	630		(134)	496				
Customer Relationships	9 years	1,936		(799)	1,137				
License	3 years	150		(120)	30				
Patents	15 years	39		(4)	35				
Non-amortized trademarks		685			685				
Total intangible assets		3,460		(1,073)	2,387				
Total goodwill and intangible assets		\$ 4,491	\$	(1,073)	\$ 3,418				

Amortization of intangible asset expense was \$96 and \$69 in the three months ended March 31, 2021 and 2020, respectively.

Future amortization of intangible asset expense is expected to be as follows:

	Amortization Expense
Fiscal year 2021 (remaining)	\$ 198
Fiscal year 2022	260
Fiscal year 2023	260
Fiscal year 2024	260
Fiscal year 2025	260
Thereafter	367
	\$ 1,605

All of the goodwill is expected to be deductible for income tax purposes. The Company's goodwill and non-amortized trademarks are not amortized, but instead are subject to an annual impairment test. The most recent evaluation was performed as of December 31, 2020. As a result of this evaluation, it was determined that there was no impairment of the Company's intangible assets as of December 31, 2020.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

NOTE 7 – INVENTORIES

Inventories consist of the following:

	March 3 2021	31, De	cember 31, 2020
Raw materials Finished goods	\$ 1,68 1,45		1,882 935
Total inventories	\$ 3,14	14 \$	2,817

NOTE 8 – LONG-TERM DEBT

Long-term debt consists of the following:

	-	March 31, 2021		December 31, 2020
Line of credit	\$	-	\$	-
Paycheck Protection Program Loan		622		622
\$1,000 secured note payable to seller of				
acquired business	_	228		284
Total debt		850		906
Less: current portion of debt	_	(816)	_ ,	(709)
Total long-term debt	\$ _	34	\$	197

The Company has a \$2,000 line of credit agreement with a bank (the "2020 Credit Agreement") which is secured by substantially all the Company's assets and which matures on November 30, 2021. The 2020 Credit Agreement provides for monthly interest payments at a rate equal to LIBOR plus 2.0%, with a floor of 2.50%. The interest rate was 2.50% at March 31, 2021. The Company recognized \$0 interest expense associated with this line of credit for the three months ended March 31, 2021 and 2020. No amount was drawn under the 2020 Credit Agreement at March 31, 2021 and December 31, 2020.

In 2020, the Company was granted a loan (the "Loan") from a bank in the amount of \$619 pursuant to the Paycheck Protection Program (the "PPP") under Division A, Title I of the CARES Act, which was enacted March 27, 2020. The Loan bears interest at a rate of 1% per annum. Interest payments are deferred for six months and are added to principal resulting in a loan balance of \$622 at March 31, 2021. The Paycheck Protection Program Flexibility Act of 2020 extended the deferment period for the payment of principal and interest to the date on which the lender is reimbursed by the SBA for the forgivable portion of the Loan. However, if an eligible recipient fails to apply for Loan forgiveness within 10 months after the last day of the covered period, such borrower would begin to make payments of principal, interest, and fees on such covered Loan no earlier than the aforementioned 10th month, which for the Company is August 6, 2021. The Company recognized interest expense associated with the Loan of \$1 and \$0 for the three months ended March 31, 2021 and 2020, respectively. The Company may prepay the loan at any time prior to maturity with no prepayment penalties. The Company may only use funds from the Loan for purposes specified in the CARES Act and related PPP rules, which include payroll costs, including group health care benefits, rent and utilities.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

The Company used the entire Loan amount for qualifying expenditures. Under the terms of the Loan, certain amounts of the Loan may be forgiven if they are used for qualifying expenditures, as described in the CARES Act, during the 24-week period commencing on the date of receipt of the Loan proceeds. The Company has not yet applied for forgiveness of the Loan but intends to do so.

The \$1,000 secured note payable to seller of acquired business (the "Subordinated Note") consists of a 5% note payable due March 22, 2022 entered into in conjunction with the March 2017 acquisition. The note is subordinated to the 2020 Credit Agreement and is collateralized by all Company's assets. The Company recognized interest expense associated with this note of \$3 and \$6 for the three months ended March 31, 2021 and 2020, respectively. The Company makes monthly principal and interest payments on the note payable and the ending liability represents the unpaid principal due. In January 2021, the Company entered into an amendment to the Subordinated Note providing for the repayment of the note by June 30, 2021 for a \$7 discount.

Minimum payments at March 31, 2021, of long-term debt over the next 5 years, excluding the Loan are as follows:

Fiscal year 2021 (remaining)	\$ 228
Total	\$ 228

NOTE 9 – ACCRUED EXPENSES AND OTHER CURRENT LIABILITIES

Accrued expenses and other current liabilities consist of the following:

	<u>-</u>	March 31, 2021	December 31, 2020
Accrued employee compensation	\$	372	\$ 327
Warranty and returns reserves		80	82
Accrued commissions		45	46
Amounts due customers		32	16
Accrued non-income-based taxes		16	20
Other	-	81	78
Total accrued expenses and other current liabilities	\$	626	\$ 569

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

NOTE 10 - STOCK-BASED COMPENSATION

The Company's stock option plans are administered by the Compensation Committee (the "Committee") of the Board of Directors.

In 2012, the Company adopted, with shareholder approval, the 2012 Stock Option Plan (the "2012 Plan"). The 2012 Plan provides for the granting of incentive stock options or nonqualified stock options to directors, officers, employees or vendors of the Company. Under the 2012 Plan, 15,000,000 shares of common stock are reserved for issuance. Incentive stock options and nonqualified options have terms which are determined by the Committee, with exercise prices not less than the market value of the shares on the date of grant. The options are exercisable no later than five (5) years after date of grant and vest either immediately or based upon graduated vesting schedules as determined by the Committee.

As of March 31, 2021, 5,269,581 stock options were outstanding under the 2012 Plan. Newly issued shares or shares of treasury stock may be used to satisfy requirements resulting from the exercise of stock options.

Activity with respect to these plans is as follows:

	Weighted Average Exercise
Number	Price
4,832,081 500,000 (62,500)	\$ 0.31 \$ 0.42 \$ 0.42
5,269,581	\$ 0.32
2,586,581	\$ 0.36
7,390,419	
	4,832,081 500,000 (62,500) 5,269,581 2,586,581

The Company recognizes compensation expense for all share-based awards on a straight-line basis over the vesting period of the instruments, based upon the grant date fair value of the stock options and stock-based awards issued. Total stock compensation expense was \$43 and \$30 for the three months ended March 31, 2021 and 2020, respectively. No tax benefit was recognized for this compensation expense. At March 31, 2021, total unrecognized stock-based compensation expense is \$327, which has a weighted average period to be recognized of approximately 3.0 years. The Company has elected to recognize forfeitures as they occur.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

The following table provides additional information regarding options outstanding as of March 31, 2021:

	Options Ex	ercisable	Options Outstanding		Options Outstanding		Options V Expected	
Option Exercise Price Range	Number Outstanding	Weighted Average Exercise Price	Num Outsta		Weight Averag Exerci Price	ge se	Number Outstanding	Weighted Average Exercise Price
\$0.01 to \$0.39 \$0.40 to \$1.00	2,493,504 93,077 2,586,581	\$ 0.36 \$ 0.40	4,676,5 593,0 5,269,5	077	\$ 0.31 \$ 0.42		4,676,504 593,077 5,269,581	\$ 0.31 \$ 0.42
Weighted av	verage years ren	naining term		_	tions cisable		Options Outstanding 2.4	Options Vested or Expected to Vest 2.4
Aggregate in	ntrinsic value			\$	524		\$ 1,185	\$ 1,185

There were no stock options exercised in the first three months of 2021 and 2020.

NOTE 11 – LEASES

The Company determines whether an arrangement is a lease at inception and whether that lease meets the classification criteria of a finance or operating lease. Some of the Company's lease arrangements contain lease components (e.g. minimum rent payments) and non-lease components (real estate tax, maintenance, etc.). The Company leases its facility and certain office/plant equipment. The Company's facility and certain equipment leases are operating leases. For its facility lease, the Company accounts for lease components together with non-lease components.

Whenever the Company's leases do not provide an implicit interest rate, the Company uses its incremental borrowing rate, which is based on the lease term and adjusted for impacts of collateral, in determining the present value of lease payments.

At March 31, 2021, the Company's leases have remaining lease terms of 2.2 to 3.9 years, some of which include options to extend the lease for up to three additional 5-year terms. The exercise of lease renewal options is at the Company's discretion. Renewals to extend the lease term are not included in the Company's Right-of-use asset and Lease obligations as they are not reasonably certain of exercise. The Company's leases do not contain any material residual value guarantees or material restrictive covenants. Short-term lease expense is recognized on a straight-line basis over the term of the lease.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

The following table presents information about the amount, timing and cash flows arising from the Company's operating leases:

	Three Months Ended March 31,				
		<u>2021</u>		<u>2020</u>	
Components of lease cost:					
Operating lease cost	\$	54	\$	57	
Variable lease cost		1		-	
Short-term lease cost		4		3	
Finance lease cost:					
Amortization of right-of-use asset		3		1	
Interest		-		-	
Total	\$	62	\$	61	
					_

	Three Months Ended Ma 2021 202			-
Operating cash flow information				
Cash paid for amounts included in the				
measurement of operating lease liabilities	\$	53	\$	37
Financing cash flow information:				
Cash paid for amounts included in the				
measurement of finance lease liabilities	\$	4	\$	1
Non-cash activity:				
Right-of-use asset obtained in exchange				
for finance lease liability	\$	22	\$	-

_	March 31,			
	<u>2021</u>	<u>2020</u>		
Operating lease information:				
Weighted-average remaining operating lease term	27 months	39 months		
Weighted-average operating lease discount rate	4.26%	4.26%		
Operating lease amortization of right-of-use asset	\$ 52	\$ 50		
Finance lease information:				
Weighted-average remaining finance lease term	47 months	38 months		
Weighted-average finance lease discount rate	3.28%	4.31%		
Finance lease amortization of right-of-use asset	\$ 3	\$ 1		

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)

(Amounts in thousands, except share and per share amounts)

	March 31, 2021				
	Operating leases		Finance leases		
Maturity of lease obligations:	_		_		
2021 (remaining)	\$ 177	\$	10		
2022	237		13		
2023	120		11		
2024	-		9		
Thereafter	-		6		
Total undiscounted lease payments	534		49		
Less imputed interest	(25)		(3)		
Present value of lease obligations	\$ 509	\$	46		

NOTE 12 – INCOME TAXES

For each interim reporting period, the Company makes an estimate of the effective tax rate it expects to be applicable for the full fiscal year for its operations. This estimated effective tax rate is used in providing for income taxes on a year-to-date basis. The Company's estimated effective tax rate through the first three months of fiscal 2021 was 3.6% and differs from U.S. federal statutory rate due primarily to (i) the impact of valuation allowances against the Company's deferred tax assets and (ii) U.S. state and local income taxes.

NOTE 13 – SUBSEQUENT EVENTS

The Company evaluated its March 31, 2021 financial statements for subsequent events through April 29, 2021, the date the financial statements were available to be issued. The Company is not aware of any subsequent events which would require recognition or disclosure in the consolidated financial statements.