

September 12, 2017
OTC Disclosure & News Service

Tampa, FL -
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The Stephan Co. Announces the Acquisition of MD Barber Supply, LLC

The Stephan Co ("SPCO") has completed the acquisition of MD Barber Supply, LLC ("MD"). MD is a distributor of barber shop supplies and specialized products for the barber and consumer beauty industry. In addition to wholesale and retail distribution, MD markets its own line of products including the LXIV Pomade and MD-branded aftershaves. MD sells directly to barbers and consumers through online channels, wholesale accounts, and its website (www.mdbarber.com) and mobile app.

MD generated approximately \$800,000 in annual sales in 2016. SPCO paid approximately \$630,000 for MD in a combination of cash and stock.

SPCO looks forward to continuing to grow its sales organically and through acquisitions of high quality businesses at attractive valuations. SPCO expects to generate pro forma cash flow per share in excess of \$0.20 post deal closing. SPCO maintains an unlevered balance sheet with net cash and an NOL carry-forward of over \$18M.

About The Stephan Co.

The Stephan Co. (OTCPink Market: SPCO) was founded in 1897 and is the leading distributor to the barber industry. The Stephan Co is headquartered in Tampa, FL, and has offices in Williamsport, PA and Coeur D'Alene, ID. The company's website is www.thestephanco.com.

Statements contained in this news release not strictly historical are forward looking within the meaning of the safe harbor clause of the Private Securities Litigation Reform Act of 1995. The Company makes these statements based on information available to it as of the date of this news release and assumes no responsibility to update or revise such forward-looking statements.

Editors and investors are cautioned that forward-looking statements invoke risks and uncertainties that may cause the Company's actual results to differ materially from such forward-looking statements.

These risks and uncertainties include, without limitation, current levels of free cash flow and dividends, appropriate valuation of the Company's assets, demand for the Company's products, competition from larger and/or more experienced suppliers of personal and hair care products, the Company's ability to continue to develop its markets, general economic conditions, governmental regulation, and other factors that may be more fully described in the Company's literature and past filings with the Securities and Exchange Commission and recent filings with the OTCQX.

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