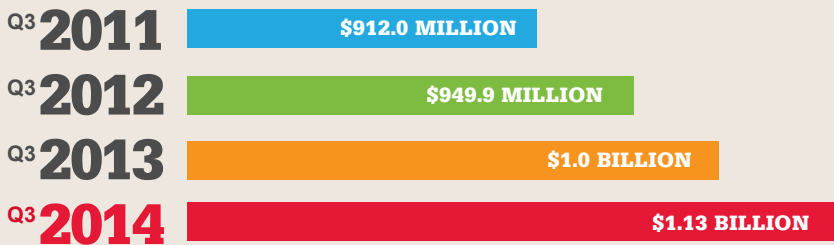


# ACE HARDWARE'S RECORD THIRD QUARTER 2014



THE BEST THIRD QUARTER IN THE  
90-YEAR HISTORY OF ACE HARDWARE

## \$1.13 BILLION

**9.1%** TOTAL REVENUE  
INCREASE VS.  
PRIOR YEAR

### 3.7% SAME-STORE SALES GROWTH

20/20 VISION IS ACE'S LONG-TERM RETAIL GROWTH STRATEGY



## GLOBAL STORE COUNT 4,903



FISCAL Q3 NET INCOME

## \$37.3M

**8.4%**  
NET INCOME INCREASE  
VS. Q3 2013

## RANKED



### 2014 FRANCHISE TIMES

YEAR TO DATE  
152 NEW DOMESTIC STORES  
**MORE THAN HALF**  
WERE COMPETITOR CONVERSIONS



DOUBLE-DIGIT GROWTH  
FOR MORE THAN 50%  
OF ALL CATEGORIES  
VS.  
PRIOR YEAR