

Third Quarter 2017

Ace reports record third quarter revenues



Record Q3 Revenue
↑9.1%
Q3 Net Income
\$53.8 Million
↑7.2%
vs. Q3 2016



+7.1%
Same-Store Sales

+4.3%
Average Transaction Size

+6.7%
Retailer Gross Profit

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

Worldwide Store Count



Ace Hardware Stores

Ace Hardware Subsidiaries

Ace International Holdings
+24.0%

Ace Wholesale Holdings
+9.6%

Ace Retail Holdings
+9.3%

REVENUE INCREASES vs. Q3 2016

Franchise Times

TOP200+

Franchise Times Top 200

RANKED NO. 6 FOR THIRD CONSECUTIVE YEAR

Ace acquires majority stake in The Grommet



Servant-hearted Hurricane Relief

- 🌀 **\$1.37 Million** in product and monetary donations raised for American Red Cross Hurricane Relief
- 🌀 **100 corporate team members** traveled to hurricane-ravaged communities to support Ace stores and their neighbors



American Red Cross