

# Ace Hardware

## Record 2017 Financial Performance



Year end revenue  
**\$5.4 billion**

+5.1% VS. YEAR END 2016

Patronage dividend  
**\$156 million**



Five years in a row of  
**increased customer transactions**



Six years in a row of  
**net new store growth**



Eight years in a row of  
**increased same-store sales**

Worldwide  
Store Count

**5,121**



### Ace Hardware Subsidiaries

Ace acquires majority  
stake in The Grommet



Ace  
International  
Holdings

**+10.4%**

Ace  
Wholesale  
Holdings

**+6.5%**

Ace  
Retail  
Holdings

**+5.1%**

REVENUE INCREASES VS. YEAR END 2016

Q4 revenue of  
**\$1.32 billion**

+6.8% VS. Q4 2016

Q4 net income of  
**\$14.2 million**



ACE'S LONG-TERM RETAIL  
GROWTH STRATEGY

**+3.6%**  
Same-Store Sales

**+3.4%**  
Average Transaction Size

**+3.1%**  
Retail Gross Profit

YEAR END 2017 VS. YEAR END 2016

**11 years in a row.**

We're blushing, but red is our color.



Thanks to you, Ace has once again been ranked "Highest in Customer Satisfaction among Home Improvement Retail Stores," according to J.D. Power.

Ace Hardware received the highest numerical score among retail stores in the proprietary J.D. Power 2017 Home Improvement Retail Store Study. Study based on responses from 2,751 consumers measuring six stores and opinions of consumers who purchased a home improvement product or service within the previous 12 months. Proprietary study results are based on experiences and perceptions of consumers surveyed February–March 2017. Your experiences may vary. Visit [jdpower.com](http://jdpower.com)

Franchise Times  
**TOP 200+** No.6

No.7

Entrepreneur  
FRANCHISE  
**500**  
RANKED  
— 2017 —



Proud Partner of  
**Children's  
Miracle Network  
Hospitals**

Helping Local Kids

**Raised over \$11 million for  
Children's Miracle Network Hospitals**