

Third Quarter 2018

Ace reports record third quarter revenues



Q3 2016 **\$1.231 BILLION**

Q3 2017 **\$1.342 BILLION**

Q3 2018 **\$1.427 BILLION**

Record
Q3 Revenue

↑6.3%
over Q3 2017

Worldwide Store Count

5,210



+75 New Stores
in Q3 2018

Ace Hardware Subsidiaries

Ace
International
Holdings
\$64.3
million

Ace
Wholesale
Holdings
\$102.7
million

Ace
Retail
Holdings
\$79.0
million

REVENUE Q3 2018

Third Quarter Highlights



+1.8%
Same-Store
Sales

ACE'S LONG-TERM RETAIL GROWTH STRATEGY

+3.0%
Average
Transaction Size

+35%
Acehardware.com
Revenue

Q3 2018 VS. Q3 2017

"Strong new store growth, increased same-store sales, and a 35% increase in Acehardware.com revenues helped us realize a healthy 6.3% increase in revenues during the third quarter."

- John Venhuizen, President and CEO, Ace Hardware Corporation

Franchise Times
TOP200+

Franchise Times Top 200

RANKED NO. 6 FOR FOURTH CONSECUTIVE YEAR