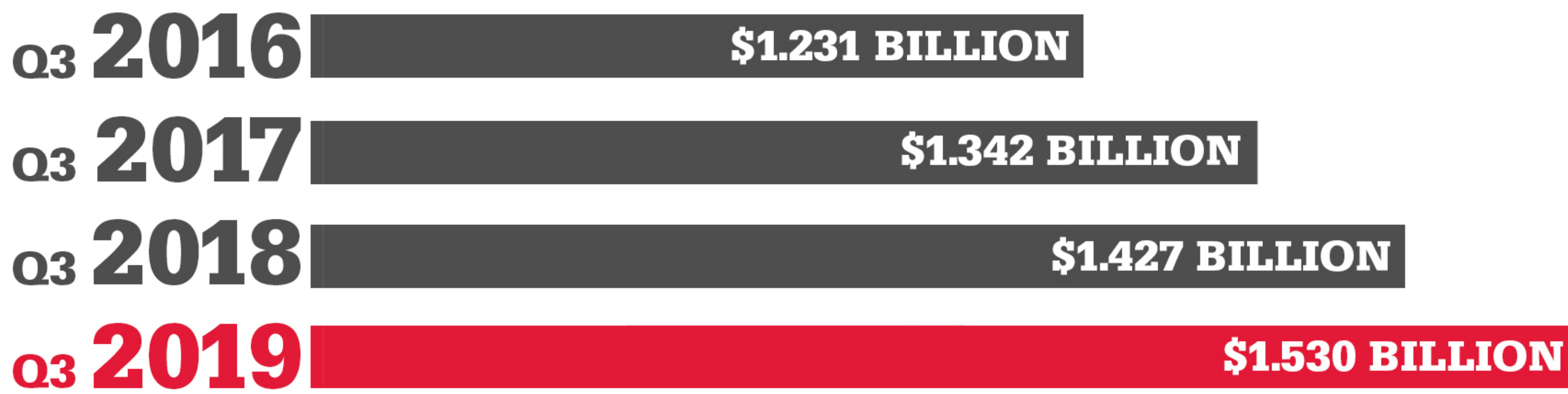


# Third Quarter 2019

Ace reports record third quarter revenues



**Record Q3 Revenue**  
**↑7.2%**  
over Q3 2018

**Worldwide Store Count**

**5,327**



**New Stores in Q3 2019**

**+48**



**Ace Hardware Subsidiaries**



REVENUE Q3 2019

## Third Quarter Highlights

Q3 net income of **\$60.5 million**, up **66.7%** over Q3 2018.



**+3.4%**  
**Same-Store Sales**

ACE'S LONG-TERM RETAIL GROWTH STRATEGY

**+2.4%**  
**Average Transaction Size**

**+81%**  
**Acehardware.com Revenue**

Q3 2019 VS. Q3 2018

*"A 3.4 percent same-store-sales increase, 48 new stores, and an 81 percent increase in revenue from acehardware.com drove our 7.2 percent increase in revenues during the third quarter."*

- John Venhuizen, President and CEO, Ace Hardware Corporation

Franchise Times  
**TOP200+**

**Franchise Times Top 200**

RANKED NO. 5, THE ONLY NON-FOOD BRAND IN THE TOP 5