Third Quarter 2019

Ace reports record third quarter revenues



o3 2016	\$1.231 BILLION
o3 2017	\$1.342 BILLION
o3 2018	\$1.427 BILLION
o ₂ 2019	\$1.530 BILLION

Record

O3 Revenue

47.20/0 over Q3 2018

Worldwide Store Count



New Stores in Q3 2019



Ace Hardware Subsidiaries

Ace Retail Holdings \$121.0 million

Ace Wholesale Holdings \$99.3 million

Ace International Holdings \$69.0 million

REVENUE Q3 2019

Third Quarter Highlights

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



+3.4%
Same-Store
Sales

+2.4%
Average
Transaction Size

+81% Acehardware.com Revenue

ACE'S LONG-TERM RETAIL GROWTH STRATEGY

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 Top 200

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