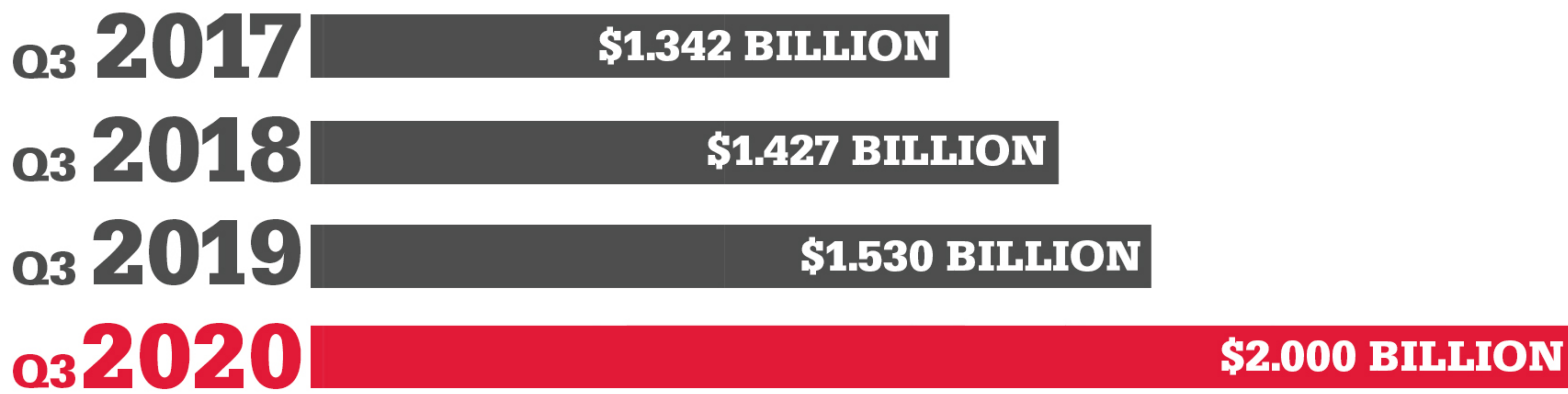


# Third Quarter 2020

Ace reports record third quarter revenues



**Record Q3 Revenue**  
**↑30.7%**  
over Q3 2019

Worldwide Store Count

**5,403**



New Stores in Q3 2020

**+46**



Ace Hardware Subsidiaries



REVENUE Q3 2020

## Third Quarter Highlights

Q3 net income of **\$98.7 million**, up **63.1%** over Q3 2019.



**+28.9%**  
Same-Store Sales

ACE'S LONG-TERM RETAIL GROWTH STRATEGY

**+14.8%**  
Average Transaction Size

**+221%**  
Acehardware.com Revenue

Q3 2020 VS. Q3 2019

"A 221 percent increase in our digital business and same-store sales growth of 28.9 percent fueled record revenue and earnings in an environment that continues to be very difficult and demanding for both our customers and our associates."

- 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