

TOTAL Q3 REVENUE

2021 \$2.029 Billion

2022 \$2.232 Billion

2023 **BEST Q3 ON RECORD** **\$2.288 Billion** ↑+2.5%

Q3 NET INCOME

\$130.0 Million
↑+29.2%

\$99.3 Million

\$100.6 Million

2021

2022

BEST Q3 ON RECORD

2023



We exist to help others.
Serving our neighbors for nearly 100 years.

5,828
WORLDWIDE
STORE COUNT

+38
NEW STORES
IN 2023 Q3

2023 Q3 REVENUE ACE HARDWARE SUBSIDIARIES

ACE RETAIL HOLDINGS
\$194.9 MILLION

↑+1.5%

ACE WHOLESALE HOLDINGS
\$119.1 MILLION

↓-0.7%

ACE INTERNATIONAL HOLDINGS
\$60.9 MILLION

↓-3.0%

ACE HOME SERVICES HOLDINGS
\$46.9 MILLION

↑+838%

HIGHLIGHTS



Ace's Long-Term Growth Strategy



SAME STORE SALES

↓ -0.7%



SAME STORE SALES

Excluding the deflationary impact of lumber stores

↑ +0.6%

Q3 2023



VISITS TO ACEHARDWARE.COM

+24%

REVENUE FROM ACEHARDWARE.COM

+24%

TOTAL OMNI REVENUE

\$298 MILLION

"It's quite the privilege to once again announce record revenue and record earnings for the quarter... Nearly 24% growth in our digital business is a testament to the efficacy of the Ace team and the degree to which our local retailers have integrated our digital and physical assets as 90% of the business is either picked up in store, or, delivered to the customer by our retail associates."

John Venhuizen - President and CEO, Ace Hardware Corporation

FranchiseTimes
TOP 400

RANKED #5
in FRANCHISE TIMES