Ace Hardware

Record 2019 Financial Performance



Year-end revenue

+6.2% VS. YEAR-END 2018

2016 \$5.1 BILLION

2017 \$5.4 BILLION

2018 \$5.7 BILLION

2019

\$6.1 BILLION

Patronage dividend

+28% VS. YEAR-END 2018

2016 \$158 MILLION

2017 \$156 MILLION

2018 \$142 MILLION

2019

\$182 MILLION

Worldwide Store Count



New Stores in 2019

Ace Hardware Subsidiaries

Ace Wholesale Holdings \$391.2 million

Ace Retail Holdings \$466.5 million

Ace International Holdings
\$253.1 million

REVENUE YEAR-END 2019

Year-end Highlights



+2.8%
Same-Store
Sales

+2.6%
Average
Transaction Size

+59% Acehardware.com Revenue



Six out of seven years in a row of increased customer transactions



Eight years in a row of net new store growth



Ten years in a row of increased same-store sales



Raised over \$15.6 million for Children's Miracle Network Hospitals