

Ace Hardware

Record 2018 Financial Performance



Year end revenue

\$5.7 billion

+6.1% VS. YEAR END 2017

Patronage dividend

\$142 million



Five out of six years in a row of **increased customer transactions**



Seven years in a row of net **new store growth**



Nine years in a row of **increased same-store sales**

Worldwide Store Count

5,253



New Stores in 2018

+257



Ace Hardware Subsidiaries



REVENUE YEAR END 2018

Year-end Highlights



+2.3%
Same-Store Sales

+3.3%
Average Transaction Size

+3.7%
Pinnacle Retailers Same-Store Sales

20/20 VISION IS ACE'S LONG-TERM RETAIL GROWTH STRATEGY

Fourth Quarter Highlights

Q4 Revenue
\$1.4 billion
+5.7% VS. Q4 2017

Q4 Net Income
\$25.2 million
+77.5% VS. Q4 2017

Acehardware.com Revenue
+43%
VS. Q4 2017

Franchise Times

TOP200+

Franchise Times Top 200

RANKED NO. 6 FOR FOURTH CONSECUTIVE YEAR



Proud Partner of
Children's Miracle Network Hospitals
Helping Local Kids

Raised over \$14 million for Children's Miracle Network Hospitals