

Third Quarter 2021



Ace reports record third quarter revenues



Record Q3 Revenue
↑1.4%
 over Q3 2020

Ace Hardware Subsidiaries

Worldwide Store Count
5,581

New Stores in Q3 2021
+49

Ace Retail Holdings
\$185.0 million

Ace Wholesale Holdings
\$102.0 million

Ace International Holdings
\$70.3 million

REVENUE Q3 2021

Highlights over Q3 2020.

Third Quarter Highlights

Q3 net income of **\$99.3 million**, up **0.6%** over Q3 2020.



+0.3%
 Same-Store Sales

+7.5%
 Average Transaction Size

+9.2%
 Acehardware.com Revenue

ACE'S LONG-TERM RETAIL GROWTH STRATEGY

THROUGH Q3 2021

Franchise Times
TOP 400

Improved to **4th**
 in overall rankings

"In light of last year's extraordinary growth, and despite significant headwinds from global supply chain disruption, I'm pleased to see increases in both the top and bottom line for the quarter," said John Venhuizen, President & CEO. "We added to 2020's unprecedented surge in business, and our two-year stacked growth for the third quarter is up 32 percent in revenue and 64 percent in net income from 2019. The Ace team continues to serve and support in a difficult environment." - John Venhuizen, President and CEO, Ace Hardware Corporation

REVENUE Q3 2021
\$102.0 million

ACE International Holdings
\$70.3 million