TRACTOR SUPPLY Co.

Q1 EARNINGS

SPRING 2021



"The Tractor Supply team delivered an exceptionally strong start to the year, and our comparable store sales growth exceeded our expectations. This record performance was achieved by the more than 42,000 Tractor Supply Team Members who are committed to taking care of each other and our customers as the dependable supplier of the Out Here lifestyle. I continue to be incredibly proud of how the organization is responding in the current environment. We believe our resilient business model with a differentiated and loyal customer base, our strategic investments to capture growth opportunities and the strength of our balance sheet position us to capitalize on the momentum in our business in 2021 and beyond."

– Hal Lawton
President & Chief Executive Officer

FINANCIAL HIGHLIGHTS

+42.5%
NET SALES GROWTH

+118.3%
DILUTED EPS GROWTH

+38.6%
COMPARABLE STORE SALES GROWTH

+17.6%
TICKET GROWTH

+21.0%
TRAFFIC GROWTH

+104.9%
OPERATING PROFIT GROWTH

OPERATIONAL HIGHLIGHTS

+2.5M
NEW CUSTOMERS Q1 GROWTH

CURBSIDE PICKUP
= NEW CUSTOMERS

20M+
NEIGHBORS CLUB MEMBERS

4 QUARTERS OF TRIPLE-DIGIT+ E-COMMERCE GROWTH

LIFE Out HERE STRATEGY

Deliver Legendary Customer Experiences

Advance Our ONETractor Capabilities

Operate the Tractor Way

Go the Country Mile for Our Team

Generate Healthy Shareholder Return

ENVIRONMENTAL, SOCIAL AND GOVERNANCE HIGHLIGHTS

RELEASED THE TRACTOR SUPPLY 2020 ESG TEAR SHEET

ESG

Great Place To Work. Certified OCT 2020–OCT 2021 USA

GREAT PLACE TO WORK® CERTIFIED OCTOBER 2020 – OCTOBER 2021

FOR LIFE OUT HERE™