TRACTOR SUPPLY CO®

Q2 EARNINGS

SUMMER 2021



"The Tractor Supply team delivered exceptionally strong performance as we successfully managed through challenging comparisons from the prior year. With a resilient business model, ongoing market share growth and strategic investments to transform the Company, we are excited about the significant opportunities ahead of us and remain committed to disciplined financial returns and sustained profitable growth. I am extremely proud of Tractor Supply's more than 45,000 Team Members for their relentless dedication to each other and our customers."

– Hal Lawton
President & Chief Executive Officer

FINANCIAL HIGHLIGHTS

+13.4%
NET SALES GROWTH

+10.0%
DILUTED EPS GROWTH

+10.5%
COMPARABLE STORE SALES GROWTH

+6.0%
TICKET GROWTH

+4.5%
TRAFFIC GROWTH

E-COMM
LARGEST QUARTERLY SALES EVER

OPERATIONAL HIGHLIGHTS

ALL-TIME HIGH
CUSTOMER RETENTION

CURBSIDE PICKUP
= NEW CUSTOMERS

21M+
NEIGHBOR'S CLUB MEMBERS

GAINING SHARE
ACROSS ALL CATEGORIES

$200M+
IN CAPITAL INVESTMENTS



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

OFF-CYCLE RAISES FOR 27K+ TEAM MEMBERS

NEARLY $500K INVESTED IN DE&I ORGANIZATIONS IN THE LAST 12 MONTHS

GREAT PLACE TO WORK.® CERTIFIED OCTOBER 2020 – OCTOBER 2021

FOR LIFE OUT HERE℠