TSC TRACTOR SUPPLY CO.

Q3 EARNINGS

FALL 2021



"We are once again very pleased with the overall performance of our business, which exceeded our expectations. Over 18 months into the pandemic, our business has never been stronger. Our growth continues to be robust. We are continuing to gain market share and invest in the business to capture the significant opportunities ahead of us. Our outstanding results are indicative of the hard work and dedication of the more than 45,000 Team Members of Tractor Supply who are successfully navigating the challenging and ever-changing external environment."

– Hal Lawton
President & Chief Executive Officer

FINANCIAL HIGHLIGHTS

+15.8%
NET SALES GROWTH

+20.4%
EPS GROWTH

+13.1%
COMPARABLE STORE SALES GROWTH

+9.5%
TICKET GROWTH

+3.6%
TRAFFIC GROWTH

+17.9%
OPERATING PROFIT GROWTH

OPERATIONAL HIGHLIGHTS

2M+
MOBILE APP DOWNLOADS

GAINING SHARE
ACROSS ALL CATEGORIES

22M+
NEIGHBORS CLUB MEMBERS

37 QUARTERS OF DOUBLE-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



NET ZERO 2040
ANNOUNCED NEW SUSTAINABILITY AND DIVERSITY, EQUITY & INCLUSION GOALS

Great Place To Work. Certified AUG 2021 – AUG 2022 USA
GREAT PLACE TO WORK. CERTIFIED AUGUST 2021 – AUGUST 2022

FTSE4Good
FOUR CONSECUTIVE YEARS OF INCLUSION IN THE FTSE4GOOD INDEX

FOR LIFE OUT HERE™