

Supplemental Financial Presentation

Q3 2022

TSC TRACTOR SUPPLY CO

SAFE HARBOR

The Company claims the protection of the safe-harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995.

The information in this presentation contains certain forward-looking statements. These statements discuss, among other things, expectations with respect to sales, comparable store sales growth, operating margin net income, diluted earnings per share and capital expenditures. These forward-looking statements are based on estimates, projections, beliefs and assumptions, including, without limitation; assumptions with respect to expenses, including capital expenses, depreciation expense, debt expense; payment of dividends, and the timing and amount of stock repurchases; and tax rates. These forward-looking statements may also be affected by risks or uncertainties including, but not limited to; the continued impact of the COVID-19 pandemic, and continued disruptions in the supply chain, including increased costs and uncertainty surrounding the availability of products; competition, product demand, economic conditions; the ability to open new stores; the effectiveness of merchandising and marketing initiatives; the ability to realize operational efficiencies; consumer debt levels; governmental approvals; ability to hire and retain qualified employees; the successful integration of Orscheln Farm and Home; weather, the imposition of tariffs on imported products, etc. The Company intends these forward-looking statements to speak only as of the time of the presentation and does not undertake any obligation to update or revise them after the date hereof or as more information becomes available, except as required by law.

Actual results may differ materially from anticipated results described in these forward-looking statements. As a result, all of the forward-looking statements made are qualified by these cautionary statements and those contained in the Risk Factors section of the Company's Annual Report for the fiscal year ended December 25, 2021, as filed with the Securities and Exchange.

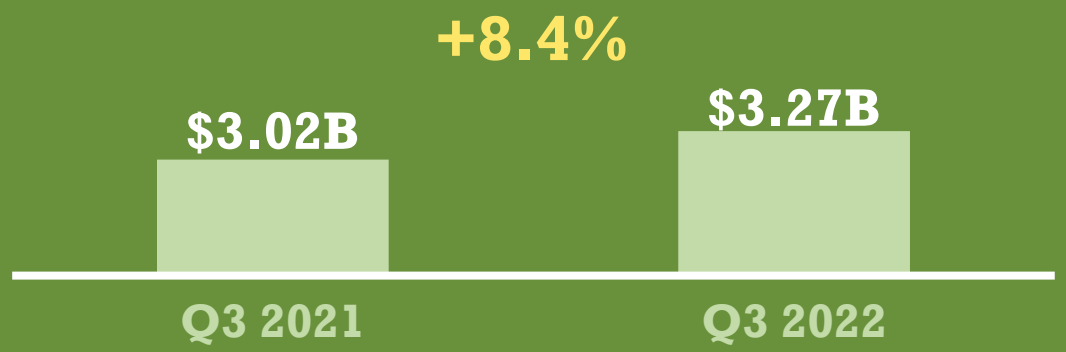



THANK YOU TO OUR
50,000
TEAM MEMBERS
ACROSS 2,100 STORES

Q3 2022 Performance

Strong Sales Growth

Net Sales Growth



Comp Sales Growth



HIGHLIGHTS

Record Level Sales Performance

Ten Consecutive Quarters of Remarkable Growth

Average Ticket Up 7.0%; Average Customer Transactions Down 1.3%

6th Consecutive Quarter of C.U.E. Sales Growth Outperforming Comp Sales Growth; 3rd Consecutive Quarter at 3x Comp Sales Growth

Q3 2022 Performance

Broad-Based Strength in Customer Trends

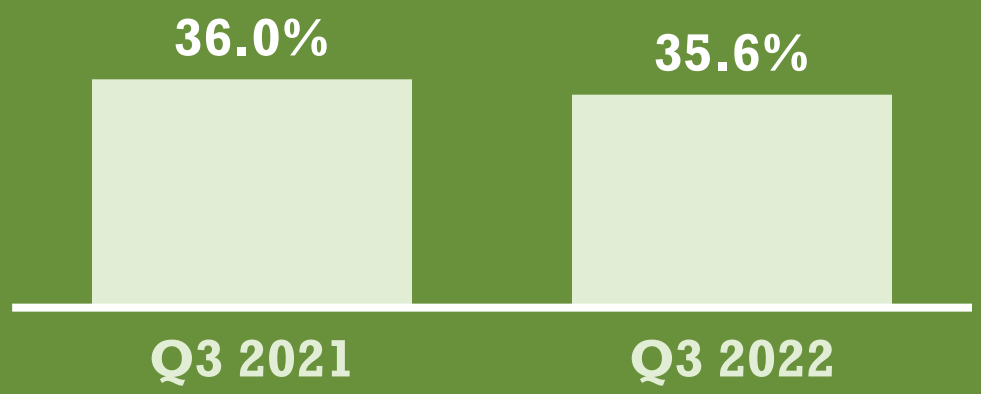


Q3 2022 Performance

GROSS MARGIN

as a % of net sales

-32 bps Decrease



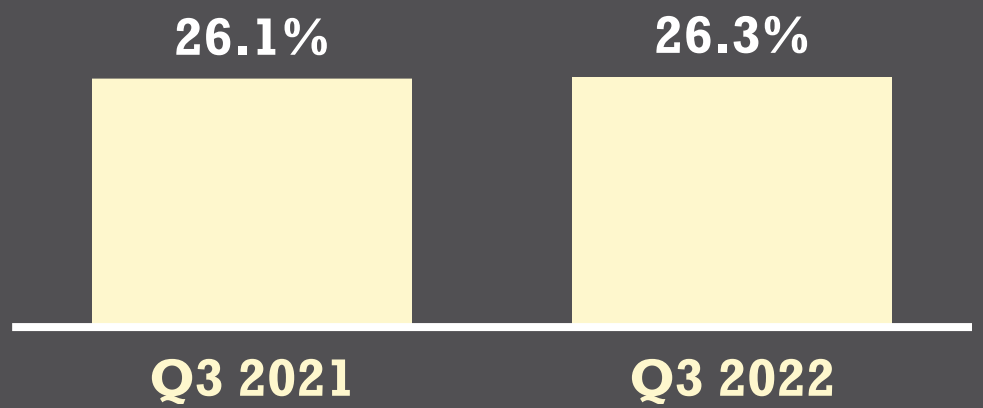
Key Drivers

- Strong Price Management Actions Offset:
  - Significant Product Cost Inflation Pressures
  - Higher Transportation Costs
- Negative Mix Impact from Robust Growth in C.U.E. Products

SG&A EXPENSES

as a % of net sales

-16 bps Increase



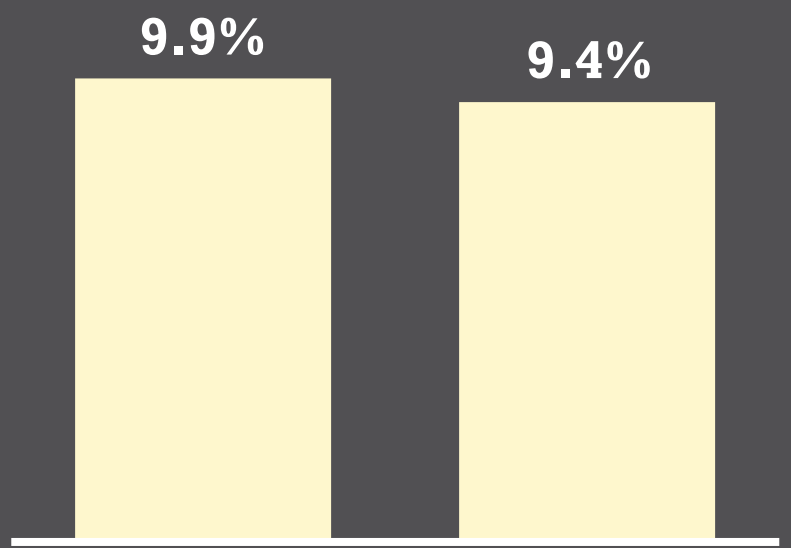
Key Drivers

- Strategic Growth Initiatives, including D&A, Wage Investments
- Partially Offset by:
  - Moderation of Covid-19 Response Costs
  - More Normalized Incentive Compensation
  - Leverage in Occupancy and Other Costs

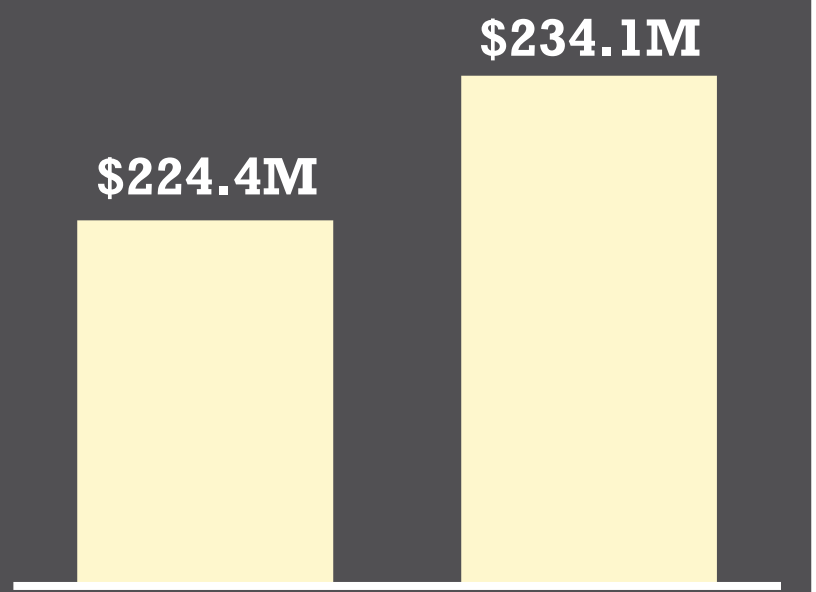
Q3 2022 Performance

Profitability

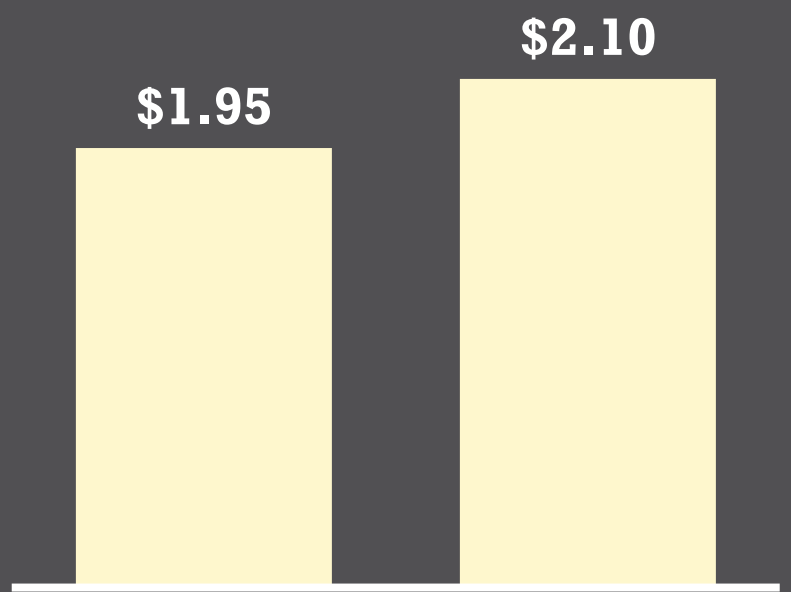
Operating Margin
-48 bps



Net Income
+4.3%



Diluted EPS
+7.7%



Updated Full-Year 2022 Outlook

Net Sales	$14.06B to $14.12B
Comparable Store Sales	+5.4% to +5.8%
Operating Margin Rate	10.10% to 10.15%
Net Income	$1.07B to $1.08B
Diluted Earnings Per Share	$9.55 to $9.63
Capital Expenditures	$650M to $700M



LIFE Out HERE STRATEGY

We are committed to being an integral part of our customers' lives as the dependable supplier of Out Here Lifestyle solutions.

Anytime • Anywhere • Anyway

TSC TRACTOR SUPPLY CO®

- **Deliver Legendary Customer Experiences**
- **Advance Our ONETractor Capabilities**
- **Operate the Tractor Way**
- **Go the Country Mile for Our Team**
- **Generate Healthy Shareholder Return**


TSC TRACTOR SUPPLY Co
FOR LIFE OUT HERE
TRACTOR SUPPLY DELIVERY
ASK ABOUT OUR
SAME DAY DELIVERY
FAST
11.5 SECOND CYCLE TIME
Graham