TSC TRACTOR SUPPLY CO.

Q4 & FY EARNINGS

WINTER 2021

"Tractor Supply had an outstanding fourth quarter, capping off a record year of sales and earnings in 2021. Today, our business is substantially stronger than before the pandemic. Our resilient and differentiated business model has allowed us to capitalize on the structural consumer trends benefiting our business, and we believe we have a long growth runway ahead of us. We have strong momentum in our business, and our results demonstrate that our multiyear Life Out Here strategy is working. Thank you to our 46,000 Team Members for their hard work, passion and dedication to Life Out Here."

– Hal Lawton
President & Chief Executive Officer

Q4
FINANCIAL HIGHLIGHTS

+15.3%
NET SALES GROWTH

+17.7%*
ADJUSTED EPS GROWTH

+12.7%
COMPARABLE STORE SALES GROWTH

+10.3%
TICKET GROWTH

+2.4%
TRANSACTION GROWTH

38
QUARTERS OF DOUBLE-DIGIT+ E-COMM GROWTH

INCREASED QUARTERLY DIVIDEND
$0.92 +77%

FISCAL 2021
RECORD BREAKING RESULTS

FINANCIAL HIGHLIGHTS

$12.7B
NET SALES GROWTH

+16.9%
COMPARABLE STORE SALES GROWTH

+25.3%*
ADJUSTED EPS GROWTH

OPERATIONAL HIGHLIGHTS

2,000TH
STORE OPENED

23.6M
NEIGHBOR'S CLUB MEMBERS

+13,000
NEW TEAM MEMBERS

LONG-TERM
FINANCIAL TARGETS

NET SALES
+6% - +7%

COMPARABLE STORE SALES
+4% - +5%

OPERATING MARGIN
+10.1% - +10.6%

EARNINGS PER DILUTED SHARE
+8% - +11%

*FY Adjusted to exclude non-cash impairment charge – see non-GAAP reconciliation

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

2022 Bloomberg Gender-Equality Index

2021 Investor's Business Daily BEST ESG COMPANIES
ENVIRONMENTAL, SOCIAL & GOVERNANCE

TCFD TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

FOR LIFE OUT HERE™