Q3 2022 EARNINGS

"Tractor Supply delivered another record quarter as we continued to gain market share and extended our trend of consistent and stable net sales and earnings growth. In a dynamic environment, the underlying health of our business remains resilient given our needs-based, demand-driven product categories, best-in-class customer service and customer relationship management capabilities. I want to thank the entire Tractor Supply team for their hard work to deliver our strong third quarter results, their dedication to advance our strategic plans to deliver sustainable long-term growth and their commitment to living our Mission and Values."

– Hal Lawton
President & Chief Executive Officer

FINANCIAL HIGHLIGHTS

+8.4%
NET SALES GROWTH

+7.7%
DILUTED EPS GROWTH

+5.7%
COMPARABLE STORE SALES GROWTH

+7.0%
TICKET GROWTH

-1.3%
TRANSACTIONS

NEIGHBOR'S REWARDS CLUB

27M+
NEIGHBOR'S CLUB MEMBERS

TEN CONSECUTIVE QUARTERS
OF EXCEPTIONAL GROWTH

OPERATIONAL HIGHLIGHTS

SIDE LOT

260+
STORES

2 BILLION+
POUNDS OF FEED & FOOD MOVED THROUGH OUR SUPPLY CHAIN

PROJECT FUSION

500+
STORES

ALL-TIME HIGH
CUSTOMER SATISFACTION SCORES

ENVIRONMENTAL, SOCIAL & GOVERNANCE HIGHLIGHTS

Great Place To Work. Certified JUN 2022-JUN 2023 USA

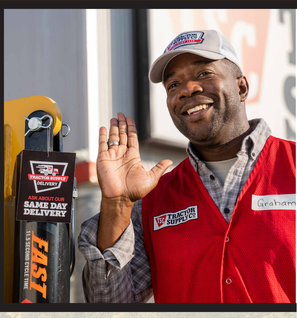
3RD CONSECUTIVE YEAR GREAT PLACE TO WORK CERTIFIED

American Red Cross

SUPPORTED RED CROSS DISASTER RELIEF

FTSE4Good

FIVE CONSECUTIVE YEARS OF INCLUSION IN THE FTSE4GOOD INDEX



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

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

FOR LIFE OUT HERE™