TRACTOR SUPPLY Co.

85TH ANNIVERSARY

Q2 2023
Earnings Highlights

"As we celebrate our 85th anniversary, Tractor Supply remains a unique, highly-differentiated retailer. We are operating in a tougher environment than we planned as we entered the year. Despite these conditions, we still believe that this will be a solid year for us. Our team is executing at a high level and did a nice job nimbly adjusting in the quarter. Thank you to our 52,000 Tractor Supply team members for their dedication to serving Life Out Here."

– Hal Lawton
President & Chief Executive Officer

FINANCIAL HIGHLIGHTS

+7.2%
Net Sales Growth

$3.83
Diluted EPS
(8.5% growth from Q2 '22)

+2.5%
Comparable Store Sales Growth

+1.8%
Transactions

+0.6%
Ticket Growth

OPERATIONAL RESULTS

31M+
Neighbor's Club Members

Double-Digit
Increase in C.U.E. Sales

Chick Days
Largest Event Ever
(Strong double-digit comps)

REAL ESTATE STRATEGY HIGHLIGHTS

Launched Multi-Year Real Estate Strategy

New 3,000 Long-Term Store Growth Target

+200 Increase in New Stores from Prior Target

90 New Stores per Year by 2025

~$0.20 of EPS from Gains on Sale-Leaseback in 2023

Multi-Year Sale-Leaseback Benefit

STEWARDSHIP

FARMER VETERAN COALITION

Donated $100k to Farmer Veterans Coalition Supporting 60 Farmer Veterans

MUTT NATION

Awarded Over $250,000 in Grants to Animal Shelters in Partnership with MuttNation Foundation

Achieved Milestone $20 Million Raised for 4-H through Paper Clover Campaign

For Life Out Here

Deliver Legendary Customer Experiences

Advance Our ONETractor Capabilities

Operate the Tractor Way

Go the Country Mile for Our Team

Generate Healthy Shareholder Return

TRACTOR SUPPLY Co.