Q3 2023
Earnings Highlights

"As we near Tractor Supply's 85th anniversary in December, it serves as a great reminder that we have a long track record of success as a resilient, needs-based retailer. We are committed to continuing to adapt to the current consumer landscape and controlling what we can control. We also remain committed to executing our Life Out Here strategy and laying the foundation for the next 85 years. We believe we have a robust, distinct business model in an attractive market that will continue to be a winning formula."

– Hal Lawton
President & Chief Executive Officer

FINANCIAL RESULTS

+4.3%
Net Sales Growth

$2.33
Diluted EPS
(11% growth from Q3 ’22)

(0.4%)
Comparable Store Sales Growth

Flat
Transactions

(0.3%)
Ticket Growth

OPERATIONAL HIGHLIGHTS

Customer Satisfaction

77%
of TSC sales from NEIGHBOR'S REWARDS CLUB

Distribution Centers

highest scores of all time in Q3

Neighbor's Club

All-time high

Neighbor's Club retention

running at highest productivity in last four years

35%

of TSC stores in Fusion layout

420

garden centers now in operation

Orscheln Farm & Home

conversion to be completed by end of year

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

STEWARDSHIP

Supported small businesses through a national farmers market at our stores

Named a top place to work by Nashville Business Journal, Tennessean, Forbes and Newsweek

Supported our 16th Make-A-Wish with Homer the Cow

Announced 146 recipients of the inaugural FFA Scholarship

TSC TRACTOR® SUPPLY CO