Quarterly
EARNINGS HIGHLIGHTS
Q2 2024

"We are pleased with our second quarter EPS results that were in line with our outlook. My sincere appreciation goes out to our more than 50,000 Team Members for living our Mission and Values every day as we focus on taking care of our customers and each other. The team continued to execute extremely well, upholding the high standards we set for ourselves every day. At the halfway point of the year, we have made significant progress on our Life Out Here strategy. We continue to create more separation between us and our competition, thanks to our Team Members and the meaningful relationships they have with our customers. We are confident that we have the right plans in place to win with our customers given the strength of our second half operational initiatives. We remain excited about the significant market share growth opportunities ahead of us as we focus on the continued creation of long-term value for our shareholders."

Hal Lawton
President & Chief Executive Officer

Financial HIGHLIGHTS

+1.5% Net Sales Growth

(0.5%) Comparable Store Sales

(0.6%) Comp Transactions

+0.1% Comp Ticket

$3.93 Diluted EPS

Positive Seasonal Sales Including Big Ticket

Operational HIGHLIGHTS

Launch of **Hometown Heroes**

Grand Opening of **Maumelle Distribution Center**

Opening of **500th Garden Center**

Customer Service Awards

Serving LIFE OUT HERE

$1 Million Donated to Charities Supporting Military Service Members, Veterans and First Responders

More than $1.3 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