



Q4 & FY 2020 EARNINGS

"We are incredibly proud of all the Tractor Supply team achieved in 2020 including record sales and operating performance for the year. Our team remained agile in a challenging operating environment as we experienced unprecedented demand in the midst of a global pandemic, all while laying the foundation for our Life Out Here Strategy. Going forward, we believe our resilient business model with a differentiated and loyal customer base, our strategic investments to capture growth opportunities and the strength of our balance sheet position us to capitalize on the momentum in our business in 2021 and beyond."

— **Hal Lawton**
President & Chief Executive Officer



FY 2020 RECORD BREAKING FINANCIAL HIGHLIGHTS

\$10.62B
NET SALES
(+27.2%)

+23.1%
COMPARABLE
STORE SALES

+47.4%
ADJUSTED
EPS GROWTH*

Q4 FINANCIAL HIGHLIGHTS

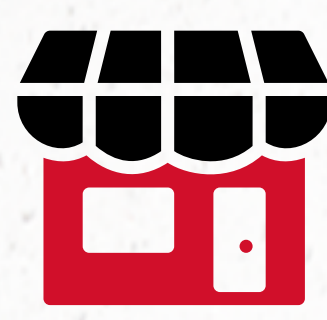
+31.3%
NET SALES

+27.3%
COMPARABLE
STORE SALES

+35.5%
ADJUSTED
EPS GROWTH*



+13.0%
TICKET



+14.3%
TRAFFIC



3 QUARTERS
OF TRIPLE-DIGIT+
E-COMM GROWTH



QUARTERLY DIVIDEND OF
\$0.52 +30%



FY 2020 OPERATIONAL HIGHLIGHTS



+17M
NEW & REENGAGED
CUSTOMERS



19M
NEIGHBORS
CLUB MEMBERS



+10,000
NEW TEAM
MEMBERS

LIFE *out* HERE STRATEGY

Deliver Legendary
Customer Experiences

Advance our
ONETractor Capabilities

Operate the
Tractor Way

Go the Country
Mile with our Team

Generate Healthy
Shareholder Return

FY 2020 ENVIRONMENTAL, SOCIAL AND GOVERNANCE HIGHLIGHTS



INAUGURAL RELEASE
OF ESG TEARSHEET



\$12M
IN CORPORATE GIVING
INCLUDING ESTABLISHMENT
OF TSC FOUNDATION



TCFD TASK FORCE ON
CLIMATE-RELATED
FINANCIAL
DISCLOSURES

FOR LIFE OUT HERESM