TRACTOR SUPPLY CO®

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%**

*Adjusted to exclude non-cash impairment charge – see non-GAAP reconciliation

FY 2020 OPERATIONAL HIGHLIGHTS

+17M NEW & REENGAGED CUSTOMERS

19M NEIGHBOR'S 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

CDP DISCLOSURE INSIGHT ACTION

TCFD TASK FORCE ON CLIMATE-RELATED FINANCIAL DISCLOSURES

FOR LIFE OUT HERE℠