TRACTOR SUPPLY CO

1938 85TH 2023

ANNIVERSARY

Q1 2023 EARNINGS HIGHLIGHTS

"Tractor Supply's needs-based, demand-driven business model has stood the test of time with consistent and sustainable growth. We believe that our customer remains healthy given the underlying trends in our business and we continue to gain market share. My appreciation goes out to the more than 52,000 Team Members for their commitment to each other and our customers. We remain excited about our growth opportunities as we continue to widen our competitive advantages as the team is making great progress on our Life Out Here strategy."

– Hal Lawton
President & Chief Executive Officer

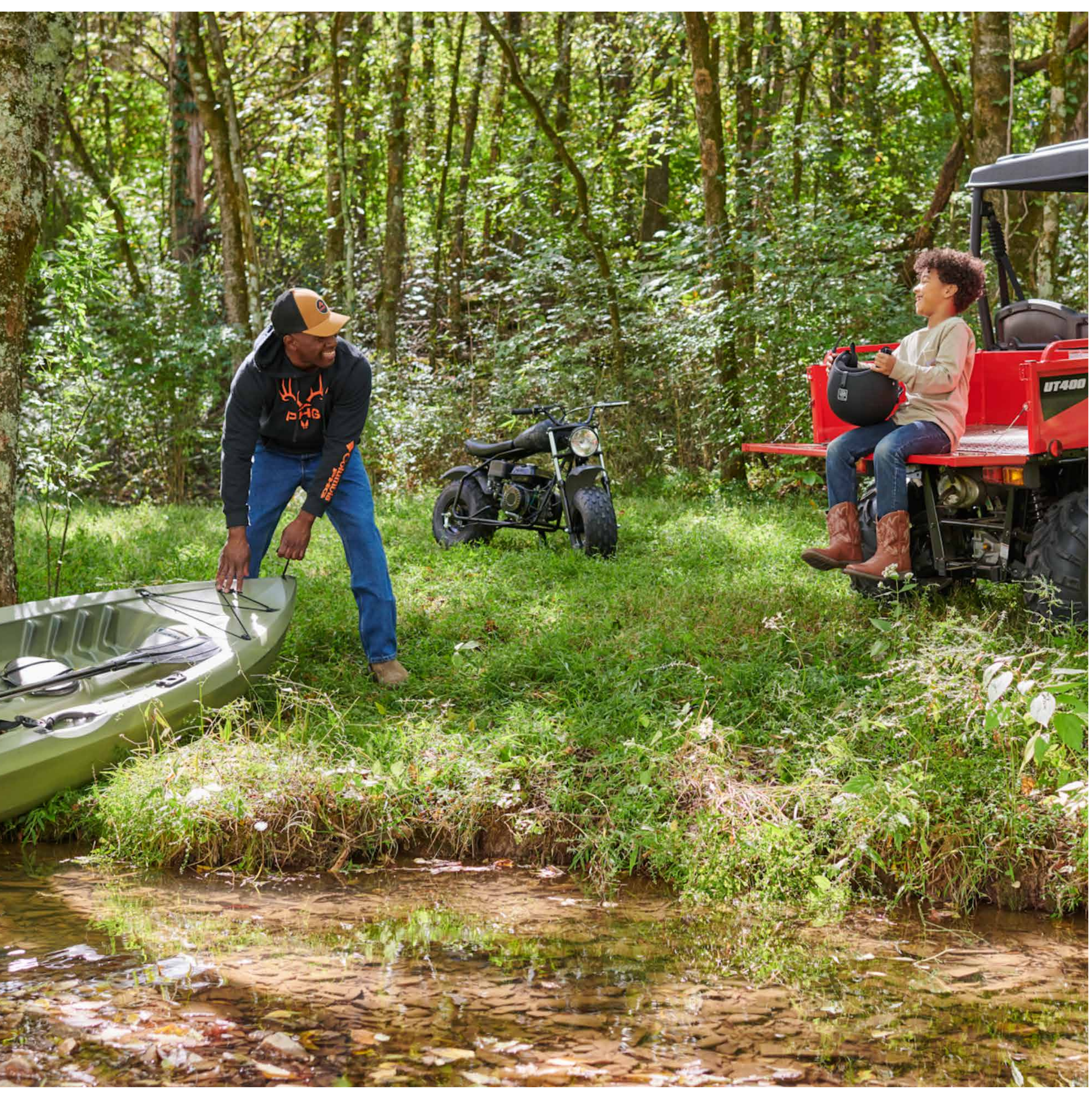
FINANCE

- **+9.1%** NET SALES GROWTH
- **$1.65** DILUTED EPS (UNCHANGED FROM Q1 '22)
- **+2.1%** COMPARABLE STORE SALES GROWTH
- **+2.8%** TICKET GROWTH
- **(0.7%)** TRANSACTIONS
- **+12%** RAISED QUARTERLY DIVIDEND TO $1.03 PER SHARE

OPERATIONS

NEIGHBOR'S REWARDS CLUB

- **29M+** NEIGHBOR'S CLUB MEMBERS
- **9th** DISTRIBUTION CENTER OPENED IN NAVARRE, OHIO
- **78%** OF ONLINE SALES PICKED UP AT STORE OR FULFILLED BY STORE
- **Double-Digit** INCREASE IN C.U.E. SALES



ENVIRONMENTAL, SOCIAL AND GOVERNANCE

STEWARDS OF LIFE OUT HERE

PUBLISHED 2022 STEWARDSHIP TEAR SHEET

FFA

RAISED $1M+ FOR GRANTS FOR GROWING TO BENEFIT FFA

American Farmland Trust

DONATED $850,000 TO AMERICAN FARMLAND TRUST ON NATIONAL AG DAY

LIFE OUT HERE STRATEGY

- Deliver Legendary Customer Experiences
- Advance Our ONETractor Capabilities
- Operate the Tractor Way
- Go the Country Mile for Our Team
- Generate Healthy Shareholder Return

TSC TRACTOR SUPPLY CO®