Quarterly
EARNINGS HIGHLIGHTS
Q1 2024

"For the first quarter, Tractor Supply's results were in line with our expectations with positive comparable store sales and robust earnings growth. I want to thank our more than 50,000 Team Members for their enduring commitment to living our Mission and Values and providing exceptional customer service, which allowed us to deliver solid financial performance in the first quarter. We saw several positive signs in our business during the quarter, including ongoing market share gains, transaction growth and strength in big ticket sales. Most importantly, we believe that our customer base remains healthy and engaged. We remain confident in our outlook for 2024 given our share gains and the continued scaling of our Life Out Here strategy. We remain committed to disciplined investments to capture the significant long-term growth opportunities in our market."

Hal Lawton
President & Chief Executive Officer

Financial HIGHLIGHTS

+2.9%
Net Sales Growth

+1.1%
Comparable Store Sales Growth

+1.3%
Comp Transactions

(0.2%)
Comp Ticket

$1.83
Diluted EPS
10.9% Increase

15th
Consecutive Year of Increased Dividend
7% Increase

Operational HIGHLIGHTS

Rolled Out Neighbor's Club Reward Enhancements
Over 34 Million Members

Continued Progress on Opening of 10th Distribution Center

ACSI® American Customer Satisfaction Index

Supporting LIFE OUT HERE

SkillsUSA.

Partnered with Carhartt and SkillsUSA to donate $150,000 to help prepare students for in-demand careers in the skilled trades

Issued 2023 Stewardship Tear Sheet

Over $1 million raised for FFA

Named one of America's Most Trustworthy Companies by Newsweek

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