

TSC TRACTOR SUPPLY CO®

CEO Meet & Greet

March 10, 2020

Safe-Harbor Statement

The Company claims the protection of the safe-harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995.

The information in this presentation contains certain forward-looking statements. These statements discuss, among other things, expectations with respect to sales, earnings, store growth, capital expenses, margins, debt, payment of dividends and stock repurchases. These forward-looking statements are based on estimates, projections, beliefs and assumptions, and may be affected by risks or uncertainties including, but not limited to, competition, product demand, economic conditions, the ability to open new stores, the effectiveness of merchandising and marketing initiatives, the ability to realize operational efficiencies, inflation, consumer debt levels, governmental approvals, ability to hire and retain qualified employees, weather, the imposition of tariffs on imported products, etc. The Company intends these forward-looking statements to speak only as of the time of the presentation and does not undertake any obligation to update or revise them after the date hereof or as more information becomes available.

Actual results may differ materially from anticipated results described in these forward-looking statements. As a result, all of the forward-looking statements made are qualified by these cautionary statements and those contained in the Risk Factors section of the Company's Annual Report on Form 10-K filed with the Securities and Exchange Commission.

Hal Lawton

President and Chief Executive Officer

Tractor Supply's Executive Committee

Name	Years in Retail/ TSC Tenure	Title	Prior Experience
Hal Lawton	15 / 0.2	President & CEO	Macy's, eBay, Home Depot, McKinsey
Kurt Barton	20 / 20	EVP, CFO & Treasurer	Ernst & Young
Seth Estep	14 / 14	EVP, Chief Merchandising Officer	BB&T
Christi Korzekwa	16 / 8	SVP, Marketing	Home Depot, American Airlines
Rob Mills	20 / 6	EVP, Chief Technology, Digital Commerce & Strategy Officer	Ulta, Sears, Allstate, Rockwell Automation, HSBC
John Ordus	26 / 22	EVP, Chief Stores Officer	Quality Farm & Fleet
Ben Parrish	9 / 9	EVP, General Counsel & Corporate Secretary	MV Transportation, Central Parking Corp.
Colin Yankee	17 / 4	EVP, Chief Supply Chain Officer	Target, Neiman Marcus, US Army

My Background and Career Journey

Champion
Champion International Corporation

Process Engineer

McKinsey&Company

Associate Principal

THE HOME DEPOT

SVP, Merchandising Hardlines
President/SVP, Online
VP, Merchandising Finance
Director, Strategic Business Development

ebay

SVP, North America

macy's

President

Tractor Supply

- A Very Special Culture
- Strong Brand
- Differentiated Customer
- Unique Opportunities for Growth
- Well Positioned to Become a More Integral Part of our Customer's Lives



My First 8 Weeks























Early Thoughts

Customer First Approach

Continued Digitization of the Business

Maximize Productivity of Core

Invest in Team Members

Robust Cash Flows & Healthy Balance Sheet

Q & A