



# SUPPLEMENTAL **FINANCIAL** PRESENTATION

APRIL 24, 2025

## **Q1 2025**

EARNINGS HIGHLIGHTS

# SAFE HARBOR

The forward-looking statements included in this presentation are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995.

All statements other than statements of historical facts, which address activities, events, or developments that we expect or anticipate will or may occur in the future, including statements regarding market share gains, positive customer trends, new stores and distribution centers, property development plans, financial guidance for second quarter 2025 and fiscal 2025, including net sales, comparable store sales, operating margin rates, net income, diluted earnings per share and other such matters are forward-looking statements. 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 with any business, all phases of our operations are subject to facts outside of our control. These factors include, without limitation, the impact of the recent tariff announcements and the corresponding macroeconomic pressures and those factors discussed in the “Risk Factors” section of the Company’s Annual Reports or Form 10-K and other filings with the Securities and Exchange Commission. 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 for the fiscal year ended December 28, 2024, and other filings with the Securities and Exchange Commission.







# Thank You to the Team!





# FINANCIAL HIGHLIGHTS

## NET SALES

+2.1%

\$3.47B

\$3.39B

Q1 2024

Q1 2025

## COMP SALES

+1.1%

-0.9%

Q1 2024

Q1 2025

Continued Market Share Gains in Key Categories

Comparable Transactions **Increase of 2.1%**

Comparable Ticket **Decline of 2.9%**

Strength in Winter Seasonal and Year Round Categories

Strong C.U.E. Performance with Robust Unit Growth

Underperformance in Spring Seasonal Categories

Q1  
2025



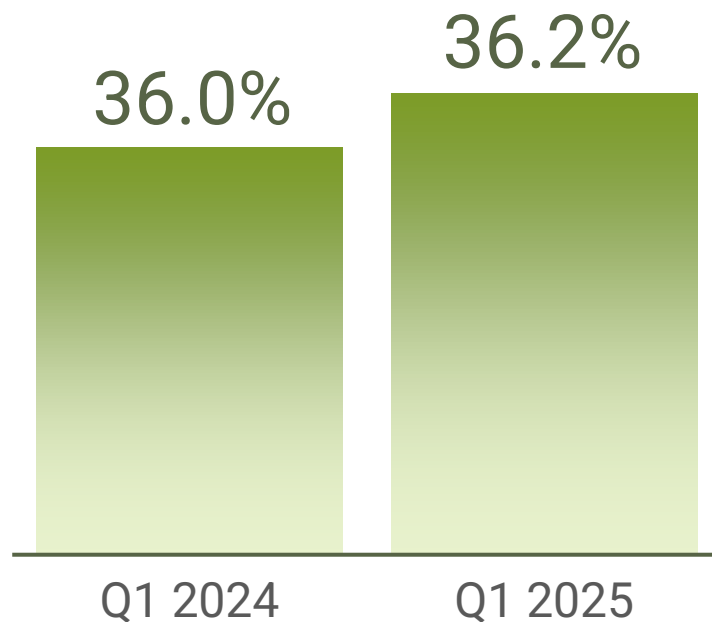
**Q1**  
2025

# FINANCIAL HIGHLIGHTS

## GROSS MARGIN

AS A % OF NET SALES

+25 bps Expansion



### Key Drivers

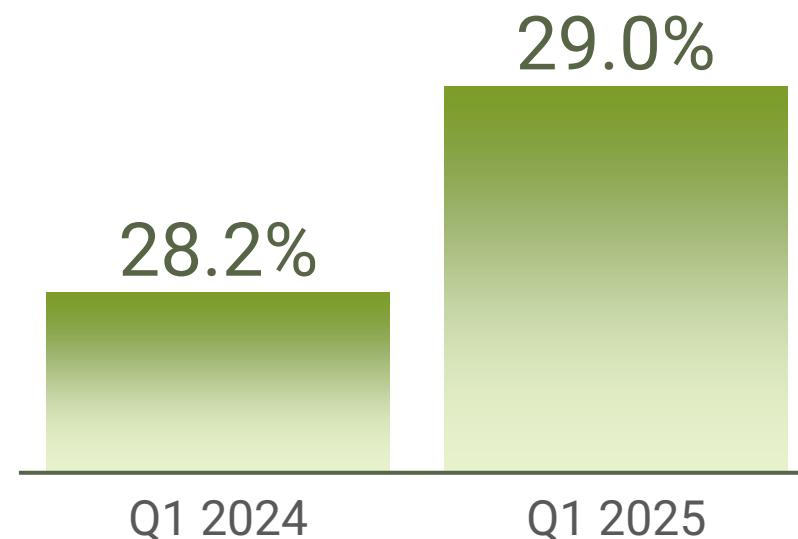
Disciplined Product Cost Management

Ongoing Execution of  
Everyday Low Price Strategy

## SG&A EXPENSES

AS A % OF NET SALES

-81 bps Deleverage



### Key Drivers

Deleverage Primarily Attributed  
to Planned Growth Initiatives

Fixed Cost Deleverage

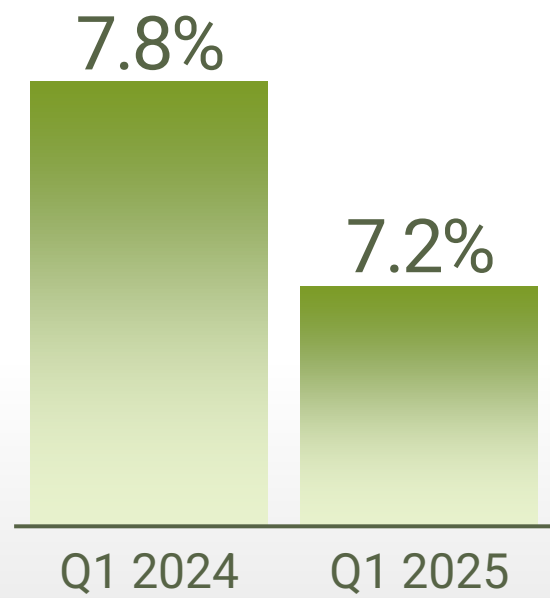


Q1  
2025

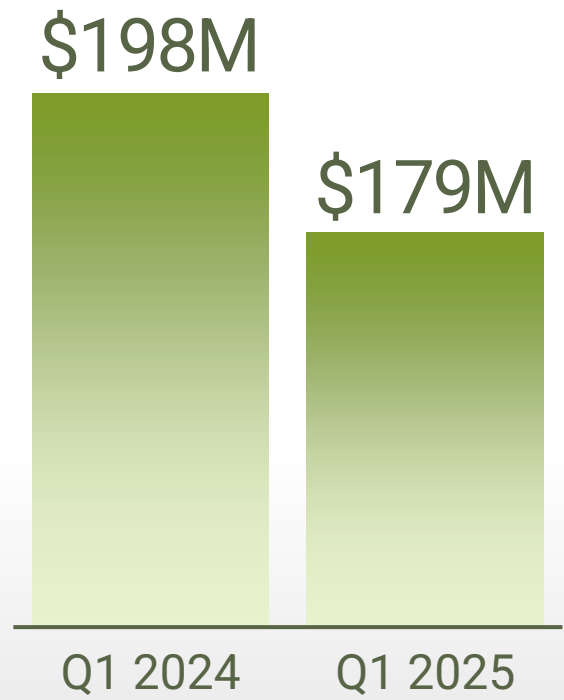
# FINANCIAL HIGHLIGHTS

## Profitability

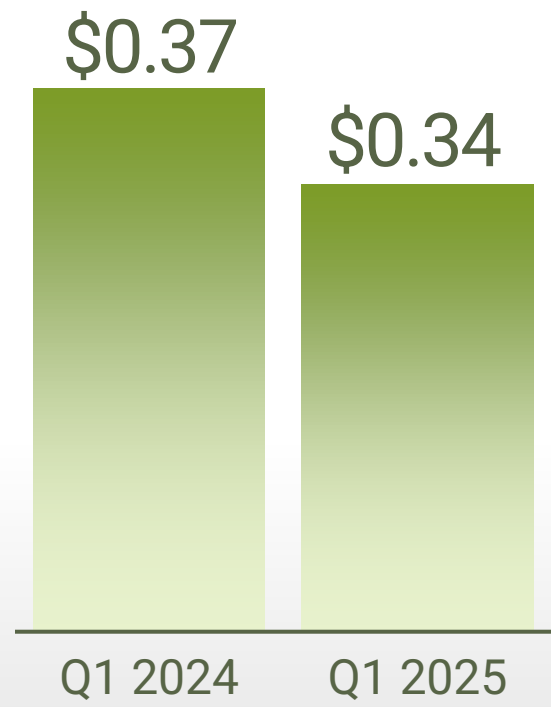
**OPERATING  
MARGIN**  
-56 bps



**NET  
INCOME**  
-9.5%



**DILUTED  
EPS**  
-8.0%



Note: Diluted EPS has been retroactively adjusted for 5:1 stock split effective 12/20/2024.



# OPERATIONAL HIGHLIGHTS



NEIGHBOR'S CLUB  
ENROLLMENT  
APPROACHED

**40** MILLION  
CUSTOMERS  
ENROLLED

**OVER 600**  
GARDEN CENTERS  
NOW OPERATIONAL



KICK-OFF OF  
2025 SPRING  
**CHICK DAYS**  
IN STORES



**ANNOUNCED 11<sup>TH</sup> DISTRIBUTION CENTER IN NAMPA, ID**





# SUPPORTING LIFE OUT HERE



ANNOUNCED  
STRATEGIC  
PARTNERSHIP WITH  
FIELD & STREAM



CELEBRATED  
**10 YEARS** OF  
GRANTS FOR  
GROWING TO  
BENEFIT FFA



SUPPORTED  
THIRD ANNUAL  
"RELIEF FOR RESCUES"  
FUNDRAISER WITH  
MUTTNATION

ROLLED OUT  
WEBER PRODUCTS  
NATIONWIDE  
TO ALL STORES



**Q1**  
2025

For Life Out Here



# Fiscal Year 2025 GUIDANCE

## UPDATED

## PREVIOUS

Net Sales

+4% to +8%

+5% to +7%

Comparable  
Store Sales

+0% to +4%

+1% to +3%

Operating  
Margin Rate

9.5% to 9.9%

9.6% to 10.0%

Net Income

\$1.07B to \$1.17B

\$1.12B to \$1.18B

Diluted Earnings  
per Share

\$2.00 to \$2.18

\$2.10 to \$2.22

# Q2 2025 GUIDANCE

Net Sales

+3% to +4%

Comparable  
Store Sales

+0% to +1%

Diluted Earnings  
per Share

\$0.79 to \$0.81

# Life Out Here

2030

**Deliver Legendary  
Customer Experiences**

**Advance Our  
ONETractor Capabilities**

**Operate the Tractor Way**

**Go the Country Mile  
for Our Team**

**Generate Healthy  
Shareholder Return**







**TRACTOR  
SUPPLY CO<sup>®</sup>**

**For Life Out Here**

We are committed to being  
an integral part of our  
customers' lives as the  
dependable supplier of  
Our Here Lifestyle solutions.

**Anytime. Anywhere. Any way.**

