

**MSC Industrial Direct Co., Inc.**

**Operational Statistics - updated quarterly on earnings release date**

The following represents historical unaudited financial and statistical information regarding MSC's operations. MSC does not undertake any obligation to update any of the information presented below to reflect future events or circumstances.

This information should not be relied on as necessarily indicative of future trends or results.

During Q3 FY18, MSC acquired All Integrated Solutions ("AIS"), and during Q4 FY17, MSC acquired DECO Tool Supply Co. ("DECO"), the results from both acquisitions are included in all Q4 FY18, Q3 FY18, Q2 FY18, Q1 FY18, and Q4 FY17 data below, unless otherwise noted.

**Quarterly Sales (in millions)**

	<b>FY 18</b>	<b>FY 17</b>	<b>FY 16</b>
Q1	\$ 768.6	\$ 686.3	\$ 706.8
Q2	769.0	703.8	684.1
Q3	828.3	743.9	727.5
Q4	838.0	753.8	745.1

**Sales Growth by Month  
(Avg Daily Sales Basis) \***

<b>FY2019</b>	<b>Sept '18<sup>3</sup></b>	<b>***Oct '18<sup>3</sup></b>	<b>Nov '18</b>	<b>Dec '18</b>	<b>Jan '19</b>	<b>Feb '19</b>	<b>Mar '19</b>	<b>Apr '19</b>	<b>May '19</b>	<b>June '19</b>	<b>July '19</b>	<b>Aug '19</b>
<b>Net Sales (In Millions)</b>	\$ 323.0	\$ 264.8	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b># Sales Days</b>	24	20	18	23	20	20	25	20	19	24	20	20
<b>Growth in ADS</b>	7.3%	7.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

<b>FY2018</b>	<b>Sept '17<sup>1</sup></b>	<b>Oct '17<sup>1</sup></b>	<b>Nov '17<sup>1</sup></b>	<b>Dec '17<sup>1</sup></b>	<b>Jan '18<sup>1</sup></b>	<b>Feb '18<sup>1</sup></b>	<b>**Mar '18<sup>1</sup></b>	<b>**Apr '18<sup>1</sup></b>	<b>May '18<sup>2</sup></b>	<b>June '18<sup>2</sup></b>	<b>July '18<sup>2</sup></b>	<b>Aug '18<sup>3</sup></b>
<b>Net Sales (In Millions)</b>	\$ 300.9	\$ 246.7	\$ 221.1	\$ 252.5	\$ 257.9	\$ 258.7	\$ 319.2	\$ 261.4	\$ 247.7	\$ 310.5	\$ 256.8	\$ 270.7
<b># Sales Days</b>	24	20	18	23	20	20	25	20	19	24	20	20
<b>Growth in ADS</b>	12.7%	11.6%	11.5%	6.6%	10.6%	10.7%	8.6%	14.6%	11.6%	9.7%	8.8%	9.8%

<b>FY2017</b>	<b>Sept '16</b>	<b>Oct '16</b>	<b>Nov '16</b>	<b>Dec '16</b>	<b>Jan '17</b>	<b>Feb '17</b>	<b>Mar '17</b>	<b>Apr '17</b>	<b>May '17</b>	<b>June '17</b>	<b>July '17</b>	<b>Aug '17<sup>1</sup></b>
<b>Net Sales (In Millions)</b>	\$ 266.9	\$ 221.1	\$ 198.3	\$ 236.8	\$ 233.2	\$ 233.8	\$ 293.8	\$ 228.1	\$ 222.0	\$ 271.3	\$ 236.0	\$ 246.5
<b># Sales Days</b>	24	20	18	23	20	20	25	20	19	23	20	20
<b>Growth in ADS</b>	-4.5%	-1.7%	-2.0%	3.9%	4.0%	0.8%	4.5%	1.5%	5.5%	6.6%	12.1%	10.2%

<b>FY2016</b>	<b>Sept '15</b>	<b>Oct '15</b>	<b>Nov '15</b>	<b>Dec '15</b>	<b>Jan '16</b>	<b>Feb '16</b>	<b>Mar '16</b>	<b>Apr '16</b>	<b>May '16</b>	<b>June '16</b>	<b>July '16</b>	<b>Aug '16</b>
<b>Net Sales (In Millions)</b>	\$ 279.3	\$ 225.0	\$ 202.5	\$ 227.9	\$ 224.3	\$ 231.9	\$ 280.7	\$ 225.6	\$ 221.2	\$ 265.2	\$ 200.3	\$ 279.6
<b># Sales Days</b>	24	20	18	23	20	20	25	20	20	24	19	25
<b>Growth in ADS</b>	-1.2%	-3.4%	-5.9%	-1.6%	-5.5%	-2.3%	-4.9%	-2.3%	-4.2%	-4.6%	-4.8%	-1.8%

\* Compared to same month, prior fiscal year. Canadian and U.K. selling days may differ from U.S. operations.

\*\* March '18 net sales were negatively impacted due to the Easter holiday falling in March in FY2018, compared to April in FY2017.

\*\*\* Oct '18 is an estimate.

<sup>1</sup> Includes acquisitive growth from DECO, which was acquired on July 31, 2017.

<sup>2</sup> Includes acquisitive growth from DECO and AIS.

<sup>3</sup> Includes acquisitive growth from AIS, which was acquired on April 30, 2018.

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**Sales Growth by Regions  
(Avg Daily Sales Basis)**

	Fiscal 2018				Fiscal 2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	24.5%	21.6%	26.9%	23.5%	-3.8%	2.1%	4.0%	13.7%
Northeast	4.0%	4.1%	3.3%	1.6%	-0.4%	3.2%	3.3%	5.8%
Southeast	9.2%	4.0%	6.2%	4.9%	-4.1%	4.1%	5.7%	10.4%
West	5.6%	4.7%	5.0%	4.8%	-0.9%	2.3%	1.5%	3.0%
International & Other	15.8%	16.4%	19.2%	8.0%	-6.9%	-2.8%	-3.2%	7.6%

**Sales Growth by Customer  
Type (Avg Daily Sales  
Basis) \***

	Fiscal 2018				Fiscal 2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	11.4%	8.9%	12.0%	11.2%	-4.2%	2.6%	2.8%	8.4%
Non-Manufacturing	13.1%	9.3%	9.6%	6.1%	0.6%	4.5%	6.5%	10.8%

\* Excludes UK operations

**Sales by Customer Type  
(Avg Daily Sales Basis) \***

	Fiscal 2018				Fiscal 2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	68%	68%	68%	68%	68%	68%	67%	67%
Non-Manufacturing	32%	32%	32%	32%	32%	32%	33%	33%

\* Excludes UK operations

**MSC Industrial Direct Co., Inc.****Operational Statistics - updated quarterly on earnings release date****Growth Decomposition****(In Millions)**

	<u>Q4 FY18</u>
	<u>Growth</u>
Large Accounts	\$ 20.3
Remaining Business	63.9
Total Growth	<u>\$ 84.2 *</u>

\* We estimate that this \$84.2 million increase in net sales is comprised of:

- (i) approximately \$28.4 million of higher sales volume, excluding DECO and AIS operations;
- (ii) approximately \$20.7 million from DECO, which we acquired in July 2017;
- (iii) approximately \$18.0 million from AIS, which we acquired in April 2018;
- (iv) approximately \$13.1 million due to one additional sales day;
- (v) approximately \$3.9 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items
- (vi) approximately \$0.1 million from foreign exchange;

**Growth Decomposition****(In Millions)**

	<u>YTD FY18</u>
	<u>Growth</u>
Large Accounts	\$ 97.3
Remaining Business	\$ 218.8
Total Growth	<u>\$ 316.1 *</u>

\* We estimate that this \$316.1 million increase in net sales is comprised of:

- (i) approximately \$151.4 million of higher sales volume, excluding DECO and AIS operations;
- (ii) approximately \$113.0 million from DECO, which we acquired in July 2017;
- (iii) approximately \$24.7 million from AIS, which we acquired in April 2018;
- (iv) approximately \$13.1 million due to one additional sales day;
- (v) approximately \$9.1 million in improved pricing, inclusive of changes in customer and product mix, discounting and other items
- (vi) approximately \$4.8 million from foreign exchange;

**Gross Margin Percentage**

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	43.6%	45.0%	45.1%
Q2	43.9%	44.7%	45.1%
Q3	43.6%	44.3%	45.0%
Q4	42.9%	44.2%	44.8%

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**Operating Income (in millions)**

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	\$ 99.3	\$ 90.6	\$ 90.4
Q2	98.1	86.6	80.5
Q3	115.4	101.8	105.8
Q4	107.8	100.0	99.2

**Operating Income Percentage**

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	12.9%	13.2%	12.8%
Q2	12.8%	12.3%	11.8%
Q3	13.9%	13.7%	14.5%
Q4	12.9%	13.3%	13.3%

**Total eCOMM Sales (in millions) \***

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	\$ 459.6	\$ 409.1	\$ 403.2
Q2	463.4	420.6	395.5
Q3	502.2	450.4	426.6
Q4	501.0	455.1	440.4

**Total eCOMM Sales Annual Run Rate (in millions) \*\***

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	\$ 1,875.5	\$ 1,669.4	\$ 1,677.8
Q2	1,861.0	1,689.1	1,619.7
Q3	1,985.3	1,773.5	1,693.3
Q4	1,980.5	1,820.4	1,670.9

\* This represents sales made through our eCommerce platforms, including sales made through Electronic Data Interchange systems, VMI systems, Extensible Markup Language ordering based systems, vending machine systems, hosted systems and other electronic portals. Total eCommerce sales do not include eCommerce sales from the recent acquisitions of DECO and AIS.

\*\* **Run Rate** equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 253 days for FY18 and 252 days for FY17 and 258 days for FY16.

**Total Associate Headcount**

	<b>Fiscal 2018</b>			
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>
Full Time	6,377	6,338	6,454	6,507
Part Time	143	154	157	150
Total	6,520	6,492	6,611	6,657

	<b>Fiscal 2017</b>			
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>
Full Time	6,334	6,324	6,276	6,426
Part Time	117	130	130	137
Total	6,451	6,454	6,406	6,563

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**Number of Field Sales  
Associates \***

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	2,384	2,386	2,408
Q2	2,331	2,388	2,376
Q3	2,348	2,347	2,393
Q4	2,383	2,411	2,403

\* Beginning in Q4 FY18, Field Sales and Service Personnel includes all customer-facing associates in an external sales or service role.

Prior period amounts have been adjusted to reflect this new definition.

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**Average Daily Sales (in  
millions)**

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	\$ 12.4	\$ 11.1	\$ 11.4
Q2	12.2	11.2	10.9
Q3	13.0	11.6	11.2
Q4	13.1	12.0	11.0

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