

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 Q1 FY19, Q4 FY18, Q3 FY18, Q2 FY18, Q1 FY18, and Q4 FY17 data below, unless otherwise noted.

Quarterly Sales (in millions)

| | FY 19 | FY 18 | FY 17 |
|----|--------------|--------------|--------------|
| Q1 | \$ 831.6 | \$ 768.6 | \$ 686.3 |
| Q2 | | 769.0 | 703.8 |
| Q3 | | 828.3 | 743.9 |
| Q4 | | 838.0 | 753.8 |

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

| FY2019 | Sept '18³ | Oct '18³ | Nov '18³ | ***Dec '18³ | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | June '19 | July '19 | Aug '19 |
|--------------------------------|-----------------------------|----------------------------|----------------------------|-------------------------------|----------------|----------------|----------------|----------------|----------------|-----------------|-----------------|----------------|
| Net Sales (In Millions) | \$ 323.0 | \$ 268.1 | \$ 240.4 | \$ 267.2 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| # Sales Days | 24 | 20 | 18 | 22 | 20 | 20 | 25 | 20 | 19 | 24 | 20 | 20 |
| Growth in ADS | 7.3% | 8.7% | 8.7% | 10.6% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

| FY2018 | Sept '17¹ | Oct '17¹ | Nov '17¹ | Dec '17¹ | Jan '18¹ | Feb '18¹ | **Mar '18¹ | **Apr '18¹ | May '18² | June '18² | July '18² | Aug '18³ |
|--------------------------------|-----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|------------------------------|------------------------------|----------------------------|-----------------------------|-----------------------------|----------------------------|
| Net Sales (In Millions) | \$ 300.9 | \$ 246.7 | \$ 221.1 | \$ 252.5 | \$ 257.9 | \$ 258.7 | \$ 319.2 | \$ 261.4 | \$ 247.7 | \$ 310.5 | \$ 256.8 | \$ 270.7 |
| # Sales Days | 24 | 20 | 18 | 23 | 20 | 20 | 25 | 20 | 19 | 24 | 20 | 20 |
| Growth in ADS | 12.7% | 11.6% | 11.5% | 6.6% | 10.6% | 10.7% | 8.6% | 14.6% | 11.6% | 9.7% | 8.8% | 9.8% |

| FY2017 | Sept '16 | Oct '16 | Nov '16 | Dec '16 | Jan '17 | Feb '17 | Mar '17 | Apr '17 | May '17 | June '17 | July '17 | Aug '17¹ |
|--------------------------------|-----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-----------------|----------------------------|
| Net Sales (In Millions) | \$ 266.9 | \$ 221.1 | \$ 198.3 | \$ 236.8 | \$ 233.2 | \$ 233.8 | \$ 293.8 | \$ 228.1 | \$ 222.0 | \$ 271.3 | \$ 236.0 | \$ 246.5 |
| # Sales Days | 24 | 20 | 18 | 23 | 20 | 20 | 25 | 20 | 19 | 23 | 20 | 20 |
| Growth in ADS | -4.5% | -1.7% | -2.0% | 3.9% | 4.0% | 0.8% | 4.5% | 1.5% | 5.5% | 6.6% | 12.1% | 10.2% |

* 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.

*** December '18 is an estimate and contained 1 less selling day than December '17 due to its closure on December 24, 2018 (Christmas Eve).

¹ Includes acquisitive growth from DECO, which was acquired on July 31, 2017.

² Includes acquisitive growth from DECO and AIS.

³ 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 2019 | | | | Fiscal 2018 | | | |
|-----------------------|-------------|----|----|----|-------------|-------|-------|-------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Midwest | 12.1% | | | | 24.5% | 21.6% | 26.9% | 23.5% |
| Northeast | 5.3% | | | | 4.0% | 4.1% | 3.3% | 1.6% |
| Southeast | 7.7% | | | | 9.2% | 4.0% | 6.2% | 4.9% |
| West | 5.6% | | | | 5.6% | 4.7% | 5.0% | 4.8% |
| International & Other | 4.3% | | | | 15.8% | 16.4% | 19.2% | 8.0% |

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

| | Fiscal 2019 | | | |
|-------------------|-------------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 |
| Manufacturing | 8.7% | | | |
| Non-Manufacturing | 6.9% | | | |

Sales by Customer Type

| | Fiscal 2019 | | | |
|---------------------|-------------|----|----|----|
| | Q1 | Q2 | Q3 | Q4 |
| Manufacturing Heavy | 49% | | | |
| Manufacturing Light | 22% | | | |
| Government | 8% | | | |
| Retail/Wholesale | 5% | | | |
| Commercial Services | 4% | | | |
| Other (1) | 12% | | | |

(1) The other category primarily includes individual customer and small business net sales not assigned to a specific industry classification.

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

| | <u>Q1 FY19</u> |
|--------------------|------------------|
| | <u>Growth</u> |
| Large Accounts | \$ 15.8 |
| Remaining Business | 47.2 |
| Total Growth | <u>\$ 63.0 *</u> |

* We estimate that this \$63.0 million increase in net sales is comprised of:

- (i) approximately \$40.3 million of higher sales volume, excluding AIS operations;
- (ii) approximately \$17.7 million from AIS, which we acquired in April 2018; and
- (iii) approximately \$5.8 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
- (iv) partially offset by approximately (\$0.8) million from foreign exchange impact.

Gross Margin Percentage

| | <u>FY 19</u> | <u>FY 18</u> | <u>FY 17</u> |
|----|--------------|--------------|--------------|
| Q1 | 43.0% | 43.6% | 45.0% |
| Q2 | | 43.9% | 44.7% |
| Q3 | | 43.6% | 44.3% |
| Q4 | | 42.9% | 44.2% |

**Operating Income (in
millions)**

| | <u>FY 19</u> | <u>FY 18</u> | <u>FY 17</u> |
|----|--------------|--------------|--------------|
| Q1 | \$ 103.0 | \$ 99.3 | \$ 90.6 |
| Q2 | | 98.1 | 86.6 |
| Q3 | | 115.4 | 101.8 |
| Q4 | | 107.8 | 100.0 |

**Operating Income
Percentage**

| | <u>FY 19</u> | <u>FY 18</u> | <u>FY 17</u> |
|----|--------------|--------------|--------------|
| Q1 | 12.4% | 12.9% | 13.2% |
| Q2 | | 12.8% | 12.3% |
| Q3 | | 13.9% | 13.7% |
| Q4 | | 12.9% | 13.3% |

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Total eCOMM Sales (in millions) *

| | <u>FY 19</u> | <u>FY 18</u> | <u>FY 17</u> |
|----|--------------|--------------|--------------|
| Q1 | \$ 499.8 | \$ 459.6 | \$ 409.1 |
| Q2 | | 463.4 | 420.6 |
| Q3 | | 502.2 | 450.4 |
| Q4 | | 501.0 | 455.1 |

* 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.

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

| | <u>FY 19</u> | <u>FY 18</u> | <u>FY 17</u> |
|----|--------------|--------------|--------------|
| Q1 | \$ 2,031.4 | \$ 1,875.5 | \$ 1,669.4 |
| Q2 | | 1,861.0 | 1,689.1 |
| Q3 | | 1,985.3 | 1,773.5 |
| Q4 | | 1,980.5 | 1,820.4 |

** Equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 252 days for FY19 and 253 days for FY18 and 252 days for FY17.

Total Associate Headcount

| | <u>Fiscal 2019</u> | | | |
|-----------|--------------------|-----------|-----------|-----------|
| | <u>Q1</u> | <u>Q2</u> | <u>Q3</u> | <u>Q4</u> |
| Full Time | 6,627 | | | |
| Part Time | 152 | | | |
| Total | 6,779 | | | |

| | <u>Fiscal 2018</u> | | | |
|-----------|--------------------|-----------|-----------|-----------|
| | <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 |

Number of Field Sales Associates *

| | <u>FY 19</u> | <u>FY 18</u> | <u>FY 17</u> |
|----|--------------|--------------|--------------|
| Q1 | 2,417 | 2,384 | 2,386 |
| Q2 | | 2,331 | 2,388 |
| Q3 | | 2,348 | 2,347 |
| Q4 | | 2,383 | 2,411 |

* 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.

Average Daily Sales (in millions)

| | <u>FY 19</u> | <u>FY 18</u> | <u>FY 17</u> |
|----|--------------|--------------|--------------|
| Q1 | \$ 13.4 | \$ 12.4 | \$ 11.1 |
| Q2 | | 12.2 | 11.2 |
| Q3 | | 13.0 | 11.6 |
| Q4 | | 13.1 | 12.0 |