

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 Q2 FY19, MSC formed MSC Mexico in conjunction with an acquisition, in Q3 FY18, MSC acquired All Integrated Solutions ("AIS"), and during Q4 FY17, MSC acquired DECO Tool Supply Co. ("DECO"), the results from these acquisitions are included in all Q2 FY19, Q1 FY19, Q4 FY18, Q3 FY18, Q2 FY18, and Q1 FY18 data below, unless otherwise noted.

Quarterly Sales (in millions)

	FY 19	FY 18	FY 17
Q1	\$ 831.6	\$ 768.6	\$ 686.3
Q2	823.0	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 '19³	Feb '19⁴	****Mar '19⁴	Apr '19	May '19	June '19	July '19	Aug '19
Net Sales (In Millions)	\$ 323.0	\$ 268.1	\$ 240.4	\$ 267.1	\$ 275.8	\$ 280.1	\$ 349.5	\$ -	\$ -	\$ -	\$ -	\$ -
# 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%	6.9%	8.3%	9.5%	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 contained 1 less selling day than December '17 due to Company closing on December 24, 2018 (Christmas Eve).

**** March '19 net sales is an estimate and were partially impacted due to the Easter holiday falling in April in FY2019, compared to March in FY2018.

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.

⁴ Includes acquisitive growth from AIS and MSC Mexico, which was formed in conjunction with an acquisition on February 1, 2019.

MSC Industrial Direct Co., Inc.**Operational Statistics - updated quarterly on earnings release date****Sales Growth by Regions
(Avg Daily Sales Basis)**

	Fiscal 2019				Fiscal 2018			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	12.1%	12.1%			24.5%	21.6%	26.9%	23.5%
Northeast	5.3%	5.8%			4.0%	4.1%	3.3%	1.6%
Southeast	7.7%	7.6%			9.2%	4.0%	6.2%	4.9%
West	5.6%	6.9%			5.6%	4.7%	5.0%	4.8%
International & Other	4.3%	14.0%			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%	8.6%		
Non-Manufacturing	6.9%	9.5%		

Sales by Customer Type

	Fiscal 2019			
	Q1	Q2	Q3	Q4
Manufacturing Heavy	49%	49%		
Manufacturing Light	22%	22%		
Government	8%	7%		
Retail/Wholesale	5%	6%		
Commercial Services	4%	5%		
Other (1)	12%	11%		

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

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Growth Decomposition

(In Millions)

	<u>Q2 FY19</u>
	<u>Growth</u>
Large Accounts	\$ 18.0
Remaining Business	36.0
Total Growth	<u>\$ 54.0 *</u>

* We estimate that this \$54.0 million increase in net sales is comprised of:

- (i) approximately \$29.5 million of higher sales volume, excluding AIS and MSC Mexico operations;
- (ii) approximately \$17.0 million from AIS, which we acquired in April 2018;
- (iii) approximately \$2.9 million from MSC Mexico, which was formed in February 2019;
- (iv) approximately \$6.0 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
- (v) partially offset by approximately (\$1.4) million from foreign exchange impact.

Growth Decomposition

(In Millions)

	<u>YTD FY19</u>
	<u>Growth</u>
Large Accounts	\$ 33.8
Remaining Business	83.3
Total Growth	<u>\$ 117.1 *</u>

* We estimate that this \$117.1 million increase in net sales is comprised of:

- (i) approximately \$69.8 million of higher sales volume, excluding AIS and MSC Mexico operations;
- (ii) approximately \$34.7 million from AIS, which we acquired in April 2018;
- (iii) approximately \$2.9 million from MSC Mexico, which was formed in February 2019;
- (iv) approximately \$11.8 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
- (v) partially offset by approximately (\$2.1) 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	42.7%	43.9%	44.7%
Q3		43.6%	44.3%
Q4		42.9%	44.2%

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Operating Income (in millions)

	FY 19	FY 18	FY 17
Q1	\$ 103.0	\$ 99.3	\$ 90.6
Q2	96.0	98.1	86.6
Q3		115.4	101.8
Q4		107.8	100.0

Operating Income Percentage

	FY 19	FY 18	FY 17
Q1	12.4%	12.9%	13.2%
Q2	11.7%	12.8%	12.3%
Q3		13.9%	13.7%
Q4		12.9%	13.3%

Total eCOMM Sales (in millions) *

	FY 19	FY 18	FY 17
Q1	\$ 499.8	\$ 459.6	\$ 409.1
Q2	493.9	463.4	420.6
Q3		502.2	450.4
Q4		501.0	455.1

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

	FY 19	FY 18	FY 17
Q1	\$ 2,031.4	\$ 1,875.5	\$ 1,669.4
Q2	2,007.5	1,861.0	1,689.1
Q3		1,985.3	1,773.5
Q4		1,980.5	1,820.4

* 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 does not include eCommerce sales from DECO, AIS, and MSC Mexico.

** 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

	Fiscal 2019			
	Q1	Q2	Q3	Q4
Full Time	6,627	6,707		
Part Time	152	159		
Total	6,779	6,866		

	Fiscal 2018			
	Q1	Q2	Q3	Q4
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

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Number of Field Sales

Associates *

	FY 19	FY 18	FY 17
Q1	2,417	2,384	2,386
Q2	2,433	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)

	FY 19	FY 18	FY 17
Q1	\$ 13.4	\$ 12.4	\$ 11.1
Q2	13.3	12.2	11.2
Q3		13.0	11.6
Q4		13.1	12.0
