



# FISCAL 2020 Q2 EARNINGS PRESENTATION

APRIL 8, 2020

# SAFE HARBOR STATEMENT

Statements in this presentation may constitute "forward-looking statements" under the Private Securities Litigation Reform Act of 1995. All statements, other than statements of historical fact, that address activities, events or developments that we expect, believe or anticipate will or may occur in the future, including statements about the impact of COVID-19 on our business operations, results of operations and financial condition, expected future results, expected benefits from our investment and strategic plans and other initiatives, and expected future margins, are forward-looking statements. Forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those anticipated by these forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. The inclusion of any statement in this release does not constitute an admission by MSC or any other person that the events or circumstances described in such statement are material. Factors that could cause actual results to differ materially from those in forward-looking statements include the following, many of which are and will be amplified by the COVID-19 pandemic: the effects of the COVID-19 pandemic on our business operations, results of operations and financial condition; general economic conditions in the markets in which we operate; changing customer and product mixes; competition, including the adoption by competitors of aggressive pricing strategies and sales methods; industry consolidation and other changes in the industrial distribution sector; retention of key personnel; volatility in commodity and energy prices; the outcome of government or regulatory proceedings or future litigation; credit risk of our customers; risk of customer cancellation or rescheduling of orders; work stoppages or other business interruptions (including those due to extreme weather conditions) at transportation centers, shipping ports, our headquarters or our customer fulfillment centers; disruptions or breaches of our information systems, or violations of data privacy laws; retention of qualified sales and customer service personnel and metalworking specialists; risk of loss of key suppliers, key brands or supply chain disruptions; changes to trade policies, including the impact from significant restrictions or tariffs; risks associated with opening or expanding our customer fulfillment centers; litigation risk due to the nature of our business; risks associated with the integration of acquired businesses or other strategic transactions; financial restrictions on outstanding borrowings; interest rate uncertainty due to LIBOR reform; failure to comply with applicable environmental, health and safety laws and regulations; goodwill and intangible assets recorded as a result of our acquisitions could be impaired; risks associated with the volatility of our common stock; and our principal shareholders exercise significant control over us. Additional information concerning these and other risks is described under "Risk Factors" and "Management's Discussion and Analysis of Financial Condition and Results of Operations" in the reports on Forms 10-K and 10-Q that we file with the U.S. Securities and Exchange Commission. We assume no obligation to update any of these forward- looking statements.

# FY2020 Q2 RESULTS

(dollars in millions, except per share data and as otherwise noted)

	<b>FY2020 Q2 Reported Results</b>	<b>FY2020 Q2 Guidance Midpoint</b>	<b>FY2019 Q2 Reported Results</b>
Net Sales	\$786.1	\$789.6	\$823.0
Gross Margin	42.1%	42.0%	42.7%
Operating Expenses	\$253.4	\$254.8	\$255.8
Effective Tax Rate	25.1%	25.1%	25.1%
Diluted EPS	\$1.00	\$1.00	\$1.24

# PRIORITIES TO ADDRESS COVID-19 DISRUPTION

## Health and Safety

- The health and well-being of our associates, customers and partners is our top priority
  - We have implemented strict measures to ensure associate safety, including working remotely where possible, social distancing, and increased cleaning protocols
  - We are closely monitoring the rapidly evolving situation and are adhering to all local, state, and federal guidelines
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## Business Continuity

- MSC is considered an essential business in most of the locations where the company operates
  - We have implemented and continue to adjust comprehensive business continuity plans in response to COVID-19 to ensure we are able to deliver for our customers, including increasing inventory levels and managing our diversified supply chain
  - We have seen unprecedented demand for all Personal Protective Equipment (PPE) and worker wellness products and are prioritizing government agencies, first responders, and agencies providing vital services for the stability of the U.S. infrastructure
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## Capital Structure

- Our solid balance sheet and strong liquidity position provide adequate flexibility to support our operations during this crisis
- We have taken and will continue to take precautionary steps, as appropriate, to maintain our strong financial position, including drawing down on available credit facilities, managing operating expenses prudently and deferring non-essential capital expenditures

# STRONG BALANCE SHEET & LIQUIDITY POSITION

## Current Debt Structure

- Total debt of \$874M, which includes credit facilities, private placement debt, and shelf facility agreements
- Committed bank facilities of \$300M outstanding on balance sheet
- Uncommitted bank facilities of \$189M outstanding on balance sheet
- Private placement debt includes \$245M of senior dates due beginning July 2023
- Shelf facility agreements of \$140M of notes (\$20M due June 2020)

## Current Liquidity Position

- Cash on balance sheet in excess of \$250M
- \$600M credit facility (unused balance of \$296M)
- 6 uncommitted credit lines totaling \$415M (unused balance of \$226M)
- Shelf facility agreements with uncommitted availability totaling \$360M

## Financial Covenants

- Must maintain debt/EBITDA ratio of no more than 3x and a minimum consolidated interest coverage ratio of EBITDA/total interest expense of at least 3.0
- As of the end of the second quarter fiscal 2020, the Company maintains ample room under our covenants

## Levers to Unlock Cash

- Working Capital:
  - Have maintained a consistent inventory turnover with prior periods and proactively managing inventory levels to support demand
  - Applying best practices to drive improvements in AR and AP
- Tax: Will take advantage of payment extensions and potential refund opportunities