

**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 Q1 FY18 to Q2 FY20 data below, unless otherwise noted.

**Quarterly Sales (in millions)**

	FY 20	FY 19	FY 18
Q1	\$ 823.6	\$ 831.6	\$ 768.6
Q2	786.1	823.0	769.0
Q3		866.5	828.3
Q4		842.7	838.0

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

FY2020	Sept '19 <sup>5</sup>	Oct '19 <sup>5</sup>	Nov '19 <sup>5</sup>	*****Dec '19 <sup>5</sup>	Jan '20 <sup>5</sup>	Feb '20	*****Mar '20	Apr '20	May '20	June '20	July '20	Aug '20
Net Sales (In Millions)	\$ 321.0	\$ 265.0	\$ 237.6	\$ 251.5	\$ 267.4	\$ 267.2	\$ 329.5	\$ -	\$ -	\$ -	\$ -	\$ -
# Sales Days	24	20	18	21	20	20	25	20	19	24	20	20
Growth in ADS	-0.6%	-1.2%	-1.2%	-1.4%	-3.0%	-4.6%	-5.8%	0.0%	0.0%	0.0%	0.0%	0.0%

FY2019	Sept '18 <sup>3</sup>	Oct '18 <sup>3</sup>	Nov '18 <sup>3</sup>	***Dec '18 <sup>3</sup>	Jan '19 <sup>3</sup>	Feb '19 <sup>4</sup>	****Mar '19 <sup>4</sup>	Apr '19 <sup>4</sup>	May '19 <sup>5</sup>	*****June '19 <sup>5</sup>	July '19 <sup>5</sup>	Aug '19 <sup>5</sup>
Net Sales (In Millions)	\$ 323.0	\$ 268.1	\$ 240.4	\$ 267.1	\$ 275.8	\$ 280.1	\$ 349.9	\$ 263.0	\$ 253.7	\$ 309.6	\$ 267.0	\$ 266.1
# Sales Days	24	20	18	22	20	20	25	20	19	23	20	20
Growth in ADS	7.3%	8.7%	8.7%	10.6%	6.9%	8.3%	9.6%	0.6%	2.4%	4.0%	4.0%	-1.7%

FY2018	Sept '17 <sup>1</sup>	Oct '17 <sup>1</sup>	Nov '17 <sup>1</sup>	Dec '17 <sup>1</sup>	Jan '18 <sup>1</sup>	Feb '18 <sup>1</sup>	**Mar '18 <sup>1</sup>	**Apr '18 <sup>1</sup>	May '18 <sup>2</sup>	June '18 <sup>2</sup>	July '18 <sup>2</sup>	Aug '18 <sup>3</sup>
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%

\* 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 were partially impacted due to the Easter holiday falling in April in FY2019, compared to March in FY2018.

\*\*\*\*\* June '19 had one less selling day due to the Company closing on the Friday following the July 4th holiday.

\*\*\*\*\* March '20 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.

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

<sup>5</sup> Includes acquisitive growth from MSC Mexico, which was formed in conjunction with an acquisition on February 1, 2019.

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

	<b>Fiscal 2020</b>				<b>Fiscal 2019</b>			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	-4.6%	-6.2%			12.1%	12.1%	4.5%	-1.8%
Northeast	1.7%	-1.7%			5.3%	5.8%	6.0%	5.5%
Southeast	-3.1%	-4.3%			7.7%	7.6%	1.3%	-0.1%
West	0.5%	-1.8%			5.6%	6.9%	4.0%	3.3%
International & Other	36.7%	30.1%			4.3%	14.0%	36.6%	42.2%

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

	<b>Fiscal 2020</b>				<b>Fiscal 2019</b>			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	-1.3%	-3.7%			8.7%	8.6%	5.1%	2.5%
Non-Manufacturing	-0.3%	-1.0%			6.9%	9.5%	3.4%	1.2%

**Sales by Customer Type**

	<b>Fiscal 2020</b>				<b>Fiscal 2019</b>			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	47%	47%			49%	49%	47%	48%
Manufacturing Light	23%	23%			22%	22%	22%	22%
Government	7%	7%			8%	7%	7%	8%
Retail/Wholesale	6%	6%			5%	6%	6%	6%
Commercial Services	5%	5%			4%	5%	4%	4%
Other (1)	12%	12%			12%	11%	14%	12%

(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 FY20</u>
	<u>Growth</u>
Large Accounts	\$ (18.2)
Remaining Business	(18.7)
Total Growth	<u>\$ (36.9) *</u>

\* We estimate that this \$36.9 million decrease in net sales is comprised of:

- (i) \$48.5 million of lower sales volume, excluding MSC Mexico operations;
- (ii) partially offset by \$7.5 million of incremental net sales from MSC Mexico, which commenced operations in February 2019; and
- (iii) \$3.8 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items; and
- (iv) \$0.3 million favorable foreign exchange impact

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

	<u>YTD FY20</u>
	<u>Growth</u>
Large Accounts	\$ (20.0)
Remaining Business	(24.9)
Total Growth	<u>\$ (44.9) *</u>

\* We estimate that this \$44.9 million decrease in net sales is comprised of:

- (i) \$73.3 million of lower sales volume, excluding AIS and MSC Mexico operations; and
- (ii) \$0.2 million unfavorable foreign exchange impact;
- (iii) partially offset by \$17.5 million of incremental net sales from MSC Mexico, which commenced operations in February 2019; and
- (iv) \$11.1 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items

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**Gross Margin Percentage**

	<u>FY 20</u>	<u>FY 19</u>	<u>FY 18</u>
Q1	42.2%	43.0%	43.6%
Q2	42.1%	42.7%	43.9%
Q3		42.5%	43.6%
Q4		42.0%	42.9%

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**Operating Income (in millions)**

	<b>FY 20</b>	<b>FY 19</b>	<b>FY 18</b>
Q1	\$ 90.3	\$ 103.0	\$ 99.3
Q2	77.7	96.0	98.1
Q3		110.5	115.4
Q4		90.5	107.8

**Operating Income Percentage**

	<b>FY 20</b>	<b>FY 19</b>	<b>FY 18</b>
Q1	11.0%	12.4%	12.9%
Q2	9.9%	11.7%	12.8%
Q3		12.8%	13.9%
Q4		10.7%	12.9%

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

	<b>FY 20</b>	<b>FY 19</b>	<b>FY 18</b>
Q1	\$ 499.9	\$ 499.8	\$ 459.6
Q2	\$ 478.7	493.9	463.4
Q3		520.5	502.2
Q4		505.5	501.0

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

	<b>FY 20</b>	<b>FY 19</b>	<b>FY 18</b>
Q1	\$ 2,023.8	\$ 2,023.4	\$ 1,875.5
Q2	1,969.7	1,999.5	1,861.0
Q3		2,041.3	1,985.3
Q4		2,014.0	1,980.5

\* 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 AIS and MSC Mexico.

\*\* Equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 251 days for FY20, 251 days for FY19, and 253 days for FY18.

**Total Associate Headcount**

	<b>Fiscal 2020</b>			
	Q1	Q2	Q3	Q4
Full Time	6,473	6,487		
Part Time	149	145		
Total	6,622	6,632		

	<b>Fiscal 2019</b>			
	Q1	Q2	Q3	Q4
Full Time	6,627	6,707	6,682	6,558
Part Time	152	159	153	142
Total	6,779	6,866	6,835	6,700

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**Number of Field Sales  
Associates \***

	<b>FY 20</b>	<b>FY 19</b>	<b>FY 18</b>
Q1	2,349	2,417	2,384
Q2	2,356	2,433	2,331
Q3		2,411	2,348
Q4		2,414	2,383

\* 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)**

	<b>FY 20</b>	<b>FY 19</b>	<b>FY 18</b>
Q1	\$ 13.3	\$ 13.4	\$ 12.4
Q2	\$ 12.9	13.3	12.2
Q3		13.6	13.0
Q4		13.4	13.1

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