

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 FY19 to Q1 FY21 data below, unless otherwise noted.

Quarterly Sales (in millions)

	FY 21	FY 20	FY 19
Q1	\$ 771.9	\$ 823.6	\$ 831.6
Q2		786.1	823.0
Q3		835.0	866.5
Q4		747.7	842.7

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

FY2021	Sept '20	Oct '20	Nov '20	****Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	June '21	July '21	Aug '21
Net Sales (In Millions)	\$ 293.7	\$ 254.7	\$ 223.5	\$ 257.6	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
# Sales Days	24	20	18	21	20	20	25	20	20	24	19	20
Growth in ADS	-8.5%	-3.9%	-5.9%	2.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

FY2020	Sept '19 ³	Oct '19 ³	Nov '19 ³	Dec '19 ³	Jan '20 ³	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	\$ 329.9	\$ 235.5	\$ 269.6	\$ 274.2	\$ 233.3	\$ 240.3
# 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%	-5.7%	-10.5%	6.3%	-15.1%	-12.6%	-9.7%

FY2019	Sept '18 ¹	Oct '18 ¹	Nov '18 ¹	**Dec '18 ¹	Jan '19 ¹	Feb '19 ²	Mar '19 ²	Apr '19 ²	May '19 ³	***June '19 ³	July '19 ³	Aug '19 ³
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%

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

** December '18 contained 1 more selling day than December '19 and December '20 due to the Company closing on December 24 (Christmas Eve) in FY20 and FY21.

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

**** December '20 is an estimate.

¹ Includes acquisitive growth from AIS, which was acquired on April 30, 2018.

² Includes acquisitive growth from AIS and MSC Mexico, which was formed in conjunction with an acquisition on February 1, 2019.

³ 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)***

	Fiscal 2021				Fiscal 2020			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	-4.1%				-4.6%	-6.2%	-1.7%	-11.2%
Northeast	-7.0%				1.7%	-1.7%	-1.3%	-12.7%
Southeast	-10.4%				-3.1%	-4.3%	-7.7%	-17.6%
West	-10.5%				0.5%	-1.8%	-5.5%	-11.4%
International & Other	27.8%				36.7%	30.1%	12.2%	13.7%

* International & Other ADS calculation reflects local selling days which may differ from US selling days.

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

	Fiscal 2021				Fiscal 2020			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	-13.5%				-1.3%	-3.7%	-17.0%	-19.6%
Non-Manufacturing	10.8%				-0.3%	-1.0%	26.2%	3.4%

* Beginning in Q3 FY20, the ADS calculations include United States selling days only. Prior periods have not been adjusted due to the insignificant impact of the change.

Sales by Customer Type

	Fiscal 2021				Fiscal 2020			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	45%				47%	47%	40%	44%
Manufacturing Light	20%				23%	23%	19%	21%
Government	11%				7%	7%	15%	11%
Retail/Wholesale	7%				6%	6%	7%	8%
Commercial Services	4%				5%	5%	5%	3%
Other (1)	13%				12%	12%	14%	13%

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

**Growth Decomposition
(In Millions)**

	Q1 FY21 Growth
Large Accounts	\$ (13.2)
Remaining Business	(38.5)
Total Growth	\$ (51.7) *

* We estimate that this \$51.7 million decrease in net sales is comprised of:

- (i) \$62.2 million of lower sales volume; and
- (ii) \$0.3 million unfavorable foreign exchange impact;
- (iii) partially offset by \$10.8 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items

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Gross Margin Percentage	FY 21	FY 20	FY 19
Q1	41.9%	42.2%	43.0%
Q2		42.1%	42.7%
Q3		42.4%	42.5%
Q4		41.6%	42.0%

Operating Income (in millions)	FY 21	FY 20	FY 19
Q1	\$53.9*	\$ 90.3	\$ 99.3
Q2		77.7	98.1
Q3		109.9	115.4
Q4		72.9	107.8

* Operating Income in Q1 FY21 includes an impairment loss of \$26.7 million.

Operating Income Percentage	FY 21	FY 20	FY 19
Q1	7.0%	11.0%	12.9%
Q2		9.9%	12.8%
Q3		13.2%	13.9%
Q4		9.8%	12.9%

Total eCOMM Sales (in millions) *	FY 21	FY 20	FY 19
Q1	\$ 468.7	\$ 499.9	\$ 499.8
Q2		478.7	493.9
Q3		461.3**	520.5
Q4		448.5**	505.5

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

	FY 21	FY 20	FY 19
Q1	\$ 1,897.5	\$ 2,023.8	\$ 2,023.4
Q2		1,969.7	1,999.5
Q3		1,809.3	2,041.3
Q4		1,759.0	2,014.0

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.

** Lower eCommerce sales during Q3 and Q4 FY20 is primarily related to the higher volume of safety and janitorial products not transacting through our eCommerce platforms. The percentage of eCommerce sales excluding safety and janitorial products remained relatively consistent with prior quarters.

*** Equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 251 days for FY21, FY20, and FY19.

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Total Associate Headcount

	Fiscal 2021			
	Q1	Q2	Q3	Q4
Full Time	6,122			
Part Time	182			
Total	6,304			

	Fiscal 2020			
	Q1	Q2	Q3	Q4
Full Time	6,473	6,487	6,430	6,153
Part Time	149	145	157	162
Total	6,622	6,632	6,587	6,315

Number of Field Sales

Associates *	FY 21	FY 20	FY 19
Q1	2,313	2,349	2,417
Q2		2,356	2,433
Q3		2,341	2,411
Q4		2,263	2,414

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

Average Daily Sales (in millions)*

	FY 21	FY 20	FY 19
Q1	\$ 12.5	\$ 13.3	\$ 13.4
Q2		12.9	13.3
Q3		13.0	13.6
Q4		11.7	13.4

* Beginning in Q3 FY20, the ADS calculation includes United States selling days only. Prior periods have not been adjusted due to the insignificant impact of the change.