

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 Q4 FY21, MSC acquired Wm. F. Hurst Co., LLC ("Hurst") and MSC Mexico acquired the outsourcing and logistics businesses of TAC. The results from these acquisitions are included in the data below unless otherwise noted.

Quarterly Sales (in millions)

	FY 22	FY 21	FY 20
Q1	\$ 848.5	\$ 771.9	\$ 823.6
Q2	862.5	774.0	786.1
Q3		866.3	835.0
Q4		831.0	747.7

Sales Growth by Month (Avg Daily Sales Basis) *

FY2022	Sept '21 ³	Oct '21 ³	Nov '21 ³	****Dec '21 ³	Jan '22 ³	Feb '22 ³	*****Mar '22 ³	Apr '22	May '22	June '22	July '22	Aug '22
Net Sales (In Millions)	\$ 326.2	\$ 272.2	\$ 250.1	\$ 289.3	\$ 269.4	\$ 303.8	\$ 370.2	\$ -	\$ -	\$ -	\$ -	\$ -
# Sales Days	24	20	18	23	20	20	25	20	20	24	19	25
Growth in ADS	11.1%	6.9%	11.9%	1.8%	5.0%	17.8%	13.0%	0.0%	0.0%	0.0%	0.0%	0.0%

FY2021	Sept '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	**May '21	June '21 ²	July '21 ²	Aug '21 ³
Net Sales (In Millions)	\$ 293.7	\$ 254.7	\$ 223.5	\$ 259.4	\$ 256.6	\$ 258.0	\$ 327.6	\$ 273.1	\$ 265.6	\$ 315.8	\$ 246.5	\$ 268.7
# Sales Days	24	20	18	21	20	20	25	20	20	24	19	20
Growth in ADS	-8.5%	-3.9%	-5.9%	3.1%	-4.0%	-3.4%	-0.7%	16.0%	-6.4%	15.2%	11.2%	11.8%

FY2020	Sept '19 ¹	Oct '19 ¹	Nov '19 ¹	Dec '19 ¹	Jan '20 ¹	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%

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

** May '21 had one more selling day than May '20 due to the timing of the Memorial Day holiday which fell in June '21.

*** July '20 had one more selling day than July '21 due to the Company closing on the first business day following the July 4th holiday.

**** December '21 had two more selling days than December '20 due to the timing of the Christmas and New Year's Day holidays.

***** March '22 is an estimate based on actual data through March 28, 2022; the fiscal month of March ends on April 2, 2022.

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

² Includes acquisitive growth from Hurst, which was acquired on June 1, 2021.

³ Includes acquisitive growth from Hurst and MSC Mexico's acquisition of additional businesses in Mexico on July 26, 2021.

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

	Fiscal 2022				Fiscal 2021			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	9.3%	8.4%			-4.1%	0.9%	0.8%	11.4%
Northeast	6.0%	4.1%			-7.0%	-3.0%	-4.3%	9.7%
Southeast	11.9%	9.4%			-10.4%	-5.8%	3.5%	15.4%
West	11.9%	13.2%			-10.5%	-6.1%	-0.3%	8.7%
International & Other	9.9%	-3.9%			27.8%	34.4%	33.1%	27.0%

* 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 2022				Fiscal 2021			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	15.7%	8.9%			-13.5%	-4.9%	18.8%	21.8%
Non-Manufacturing	-0.6%	5.8%			10.8%	6.6%	-21.9%	-3.2%

**Sales by Customer End-
Market**

	Fiscal 2022				Fiscal 2021			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	48%	48%			45%	48%	48%	49%
Manufacturing Light	20%	21%			20%	20%	21%	21%
Government	7%	7%			11%	9%	9%	7%
Retail/Wholesale	8%	7%			7%	7%	7%	7%
Commercial Services	4%	4%			4%	5%	4%	4%
Other *	13%	13%			13%	11%	11%	12%

* 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 FY22</u>
	<u>Growth</u>
National Account customers	\$ 41.1
Core and other customers	47.1
FY21 acquisitions	4.8
Government customers	(4.5)
Total Growth	<u>\$ 88.5 *</u>

* We estimate that this \$88.5 million increase in net sales is comprised of:

- (i) \$51.6 million of higher sales volume;
 - (ii) \$32.1 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items; and
 - (iii) \$4.8 million from FY21 acquisitions
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Growth Decomposition
(In Millions)

	<u>YTD FY22</u>
	<u>Growth</u>
National Account customers	\$ 80.2
Core and other customers	104.9
FY21 acquisitions	8.8
Government customers	(28.7)
Total Growth	<u>\$ 165.2 *</u>

* We estimate that this \$165.2 million increase in net sales is comprised of:

- (i) \$105.4 million of higher sales volume;
 - (ii) \$49.9 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
 - (iii) \$8.8 million from FY21 acquisitions; and
 - (iv) \$1.1 million favorable foreign exchange impact
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Gross Margin Percentage	FY 22	FY 21	FY 20
Q1	41.6%	41.9%	42.2%
Q2	42.5%	38.1%*	42.1%
Q3		42.3%	42.4%
Q4		42.0%	41.6%

* Gross margin in Q2 FY21 includes PPE-related inventory write-downs of \$30.1 million.

Operating Income (in millions)	FY 22*	FY 21**	FY 20
Q1	\$ 90.7	\$ 53.9	\$ 90.3
Q2	97.2	28.0	77.7
Q3		128.6	109.9
Q4		91.2	72.9

* Operating Income during FY22 includes restructuring and other costs of \$5.3 million in Q1 and \$3.1 million in Q2.

** Operating Income during FY21 includes restructuring and other costs of \$4.0 million and an impairment loss and related legal fees of \$26.7 and \$0.3 million, respectively, in Q1; restructuring and other costs of \$21.6 million, PPE-related inventory write-downs of \$30.1 million, and impairment related legal fees of \$0.7 million in Q2; restructuring and other costs of \$1.3 million and a loss recovery and related legal fees of \$20.8 and \$0.4 million, respectively in Q3; and restructuring and other costs of \$4.5 million and impairment and acquisition related legal fees of \$1.2 million in Q4.

Operating Income Percentage	FY 22*	FY 21**	FY 20
Q1	10.7%	7.0%	11.0%
Q2	11.3%	3.6%	9.9%
Q3		14.8%	13.2%
Q4		11.0%	9.8%

* Operating Income during FY22 includes restructuring and other costs of \$5.3 million in Q1 and \$3.1 million in Q2.

** Operating Income during FY21 includes restructuring and other costs of \$4.0 million and an impairment loss and related legal fees of \$26.7 and \$0.3 million, respectively, in Q1; restructuring and other costs of \$21.6 million, PPE-related inventory write-downs of \$30.1 million, and impairment related legal fees of \$0.7 million in Q2; restructuring and other costs of \$1.3 million and a loss recovery and related legal fees of \$20.8 and \$0.4 million, respectively in Q3; and restructuring and other costs of \$4.5 million and impairment and acquisition related legal fees of \$1.2 million in Q4.

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Total eCOMM Sales (in millions)*

	FY 22	FY 21	FY 20
Q1	\$ 512.9	\$ 468.7	\$ 499.9
Q2	523.2	458.1	478.7
Q3		521.8	461.3
Q4		498.3	448.5

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

	FY 22	FY 21	FY 20
Q1	\$ 2,134.3	\$ 1,897.5	\$ 2,023.8
Q2	2,142.6	1,885.0	1,969.7
Q3		2,015.0	1,809.3
Q4		1,985.3	1,759.0

This represents sales made through our eCommerce platforms, including sales made through the MSC website, Electronic Data Interchange systems, VMI systems, Extensible Markup Language ordering based systems, vending machine systems, hosted systems and other electronic portals.

* These percentages of consolidated net sales do not include eCommerce sales from our recent acquisitions.

** Equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 258 days for FY22 and 251 days for FY21 and FY20.

Total Associate Headcount

	Fiscal 2022			
	Q1	Q2	Q3	Q4
Full Time	6,433	6,478		
Part Time	188	188		
Total	6,621	6,666		

	Fiscal 2021			
	Q1	Q2	Q3	Q4*
Full Time	6,122	6,078	6,085	6,372
Part Time	182	189	209	199
Total	6,304	6,267	6,294	6,571

* The Q4 FY21 headcount increase reflects roughly 275 associates from the Hurst and MSC Mexico acquisitions.

Number of Field Sales Associates *

	FY 22	FY 21**	FY 20
Q1	2,445***	2,313	2,349
Q2	2,448	2,301	2,356
Q3		2,320	2,341
Q4		2,398**	2,263

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

** Beginning in Q4 FY21, this headcount includes Hurst and MSC Mexico associates.

*** 24 of the 47 sequential headcount increase from Q4 FY21 is due to aligning the definition of Field Sales & Service between MSC and its subsidiaries.

Average Daily Sales (in millions)

	FY 22	FY 21	FY 20*
Q1	\$ 13.7	\$ 12.5	\$ 13.3
Q2	13.7	12.7	12.9
Q3		13.3	13.0
Q4		13.2	11.7

* 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.