

**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 FY22, MSC acquired Engman-Taylor Company, Inc. ("Engman-Taylor") and Tower Fasteners, LLC. ("Tower Fasteners"). 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	958.6	866.3	835.0
Q4	1,022.2	831.0	747.7

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

FY2023	Sept '22 <sup>5</sup>	Oct '22	Nov '22	Dec '22	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23
Net Sales (In Millions)	\$ 370.1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	13.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

FY2022	Sept '21 <sup>3</sup>	Oct '21 <sup>3</sup>	Nov '21 <sup>3</sup>	****Dec '21 <sup>3</sup>	Jan '22 <sup>3</sup>	Feb '22 <sup>3</sup>	Mar '22 <sup>3</sup>	Apr '22 <sup>3</sup>	May '22 <sup>3</sup>	June '22 <sup>4</sup>	July '22 <sup>4</sup>	*****Aug '22 <sup>5</sup>
Net Sales (In Millions)	\$ 326.2	\$ 272.2	\$ 250.1	\$ 289.3	\$ 269.4	\$ 303.8	\$ 368.5	\$ 288.2	\$ 301.9	\$ 357.2	\$ 277.3	\$ 387.7
# 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%	12.5%	5.5%	13.7%	13.1%	12.5%	15.4%

FY2021	Sept '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	**May '21	June '21 <sup>2</sup>	July '21 <sup>2</sup>	Aug '21 <sup>3</sup>
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 <sup>1</sup>	Oct '19 <sup>1</sup>	Nov '19 <sup>1</sup>	Dec '19 <sup>1</sup>	Jan '20 <sup>1</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	\$ 329.9	\$ 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.

\*\*\*\*\* August '22 includes a fifth week due to fiscal year 2022 having 53 weeks.

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

<sup>2</sup> Includes acquisitive growth from Hurst, which was acquired on June 1, 2021.

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

<sup>4</sup> Includes acquisitive growth from MSC Mexico's acquisition of additional businesses in Mexico on July 26, 2021 and MSC's acquisition of Engman-Taylor Company, Inc. on June 1, 2022.

<sup>5</sup> Includes acquisitive growth from MSC's acquisition of Engman-Taylor on June 1, 2022 and Tower Fasteners on August 1, 2022.

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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%	11.7%	20.3%	-4.1%	0.9%	0.8%	11.4%
Northeast	6.0%	4.1%	9.1%	7.9%	-7.0%	-3.0%	-4.3%	9.7%
Southeast	11.9%	9.4%	11.8%	13.5%	-10.4%	-5.8%	3.5%	15.4%
West	11.9%	13.2%	17.5%	17.4%	-10.5%	-6.1%	-0.3%	8.7%
International & Other	9.9%	-3.9%	-10.4%	-4.9%	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%	9.8%	20.6%	-13.5%	-4.9%	18.8%	21.8%
Non-Manufacturing	-0.6%	5.8%	12.8%	-0.9%	10.8%	6.6%	-21.9%	-3.2%

\* Q4 revenue data reflects updated end-market assignments as newer customers previously assigned to the other category, part of non-manufacturing, were re-assigned to the correct end-market such as manufacturing heavy. Prior year data was not adjusted.

**Sales by Customer End-**  
**Market**

	Fiscal 2022				Fiscal 2021			
	Q1	Q2	Q3	Q4*	Q1	Q2	Q3	Q4
Manufacturing Heavy	48%	48%	48%	52%	45%	48%	48%	49%
Manufacturing Light	20%	21%	21%	22%	20%	20%	21%	21%
Government	7%	7%	7%	8%	11%	9%	9%	7%
Retail/Wholesale	8%	7%	7%	8%	7%	7%	7%	7%
Commercial Services	4%	4%	4%	4%	4%	5%	4%	4%
Other <sup>(1)</sup>	13%	13%	13%	6%	13%	11%	11%	12%

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

\* Q4 revenue data reflects updated end-market assignments as newer customers previously assigned to the other category, part of non-manufacturing, were re-assigned to the correct end-market such as manufacturing heavy. Prior year data was not adjusted.

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

	<u>Q4 FY22</u>
	<u>Growth</u>
National Account customers	\$ 81.7
Core and other customers	63.8
Acquisitions	20.8
Government customers	24.9
Total Growth	<u>\$ 191.2</u> *

\* We estimate that this \$191.2 million increase in net sales is comprised of:

- (i) \$40.0 million of higher sales volume;
  - (ii) \$55.4 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
  - (iii) \$77.6 million from an extra week in Q4 FY22; and
  - (iv) \$20.8 million from recent acquisitions;
  - (v) partially offset by \$2.6 million unfavorable foreign exchange impact
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**Growth Decomposition**  
**(In Millions)**

	<u>YTD FY22</u>
	<u>Growth</u>
National Account customers	\$ 218.1
Core and other customers	207.8
Acquisitions	35.4
Government customers	(12.6)
Total Growth	<u>\$ 448.7</u> *

\* We estimate that this \$448.7 million increase in net sales is comprised of:

- (i) \$179.3 million of higher sales volume;
  - (ii) \$159.4 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
  - (iii) \$77.6 million from an extra week in FY22; and
  - (iv) \$35.4 million from recent acquisitions;
  - (v) partially offset by \$3.0 million unfavorable foreign exchange impact
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<b>Gross Margin Percentage</b>	<b>FY 22</b>	<b>FY 21</b>	<b>FY 20</b>
Q1	41.6%	41.9%	42.2%
Q2	42.5%	38.1%*	42.1%
Q3	42.9%	42.3%	42.4%
Q4	41.9%	42.0%	41.6%

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

<b>Operating Income (in millions)</b>	<b>FY 22*</b>	<b>FY 21**</b>	<b>FY 20</b>
Q1	\$ 90.7	\$ 53.9	\$ 90.3
Q2	97.2	28.0	77.7
Q3	136.8	128.6	109.9
Q4	144.0	91.2	72.9

\* Operating Income during FY22 includes restructuring and other costs of \$5.3 million in Q1, \$3.1 million in Q2, \$3.3 million in Q3, and \$4.1 million in Q4; a gain on sale of property of \$10.1 million in Q4; and acquisition-related costs of \$0.2 and \$0.7 million in Q3 and Q4, respectively.

\*\* 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.

<b>Operating Income Percentage</b>	<b>FY 22*</b>	<b>FY 21**</b>	<b>FY 20</b>
Q1	10.7%	7.0%	11.0%
Q2	11.3%	3.6%	9.9%
Q3	14.3%	14.8%	13.2%
Q4	14.1%	11.0%	9.8%

\* Operating Income during FY22 includes restructuring and other costs of \$5.3 million in Q1, \$3.1 million in Q2, \$3.3 million in Q3, and \$4.1 million in Q4; a gain on sale of property of \$10.1 million in Q4; and acquisition-related costs of \$0.2 and \$0.7 million in Q3 and Q4, respectively.

\*\* 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)\***

	<b>FY 22</b>	<b>FY 21</b>	<b>FY 20</b>
Q1	\$ 512.9	\$ 468.7	\$ 499.9
Q2	523.2	458.1	478.7
Q3	593.9	521.8	461.3
Q4	646.3	498.3	448.5

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

	<b>FY 22</b>	<b>FY 21</b>	<b>FY 20</b>
Q1	\$ 2,134.3	\$ 1,897.5	\$ 2,023.8
Q2	2,142.6	1,885.0	1,969.7
Q3	2,357.3	2,015.0	1,809.3
Q4	2,452.1	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**

	<b>Fiscal 2022</b>			
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4*</b>
Full Time	6,433	6,478	6,508	6,765
Part Time	188	188	208	229
Total	6,621	6,666	6,716	6,994

	<b>Fiscal 2021</b>			
	<b>Q1</b>	<b>Q2</b>	<b>Q3</b>	<b>Q4*</b>
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 275 associates from the Hurst and MSC Mexico acquisitions; the Q4 FY22 headcount increase reflects 189 associates from the Engman-Taylor and Tower Fasteners acquisitions.

**Number of Field Sales Associates \***

	<b>FY 22</b>	<b>FY 21</b>	<b>FY 20</b>
Q1	2,445**	2,313	2,349
Q2	2,448	2,301	2,356
Q3	2,448	2,320	2,341
Q4***	2,536	2,398	2,263

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

\*\* 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.

\*\*\* Q4 headcount includes 50 associates from the Hurst and MSC Mexico acquisitions in Q4 FY21 and 39 associates from the Engman-Taylor and Tower Fasteners acquisitions in Q4 FY22.

**Average Daily Sales (in millions)**

	<b>FY 22</b>	<b>FY 21</b>	<b>FY 20*</b>
Q1	\$ 13.7	\$ 12.5	\$ 13.3
Q2	13.7	12.7	12.9
Q3	14.7	13.3	13.0
Q4	15.0	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.