

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 FY24, MSC acquired KAR Industrial Inc. ("KAR"). During Q2 FY23, MSC acquired Buckeye Industrial Supply Co. ("Buckeye") and Tru-Edge Grinding, Inc. ("Tru-Edge"). During Q4 FY22, MSC acquired Engman-Taylor Company, Inc. ("Engman-Taylor") and Tower Fasteners, LLC ("Tower Fasteners"). The results from these acquisitions are included in the data below unless otherwise noted.

Quarterly Sales (in millions)

	FY 24	FY 23	FY 22
Q1	\$ 954.0	\$ 957.7	\$ 848.5
Q2	935.3	961.6	862.5
Q3	979.4	1,054.5	958.6
Q4		1,035.4	1,022.2

Sales Growth by Month (Avg Daily Sales Basis) *

FY 24	Sept '23	Oct '23	Nov '23	Dec '23	Jan '24	Feb '24	Mar '24	Apr '24	May '24	***June '24	July '24	Aug '24
Net Sales (In Millions)	\$ 374.7	\$ 304.7	\$ 274.6	\$ 309.6	\$ 309.6	\$ 316.1	\$ 377.7	\$ 304.9	\$ 296.8	\$ 347.7		
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	1.3%	-1.7%	-1.2%	-2.4%	-3.7%	-2.2%	-4.8%	-4.8%	-12.1%	-7.0% to -8.0%		
Impact from acquisitions	0.8%	0.9%	0.8%	0.9%	0.4%	0.4%	0.4%	0.4%	0.4%	0.9%		

FY 23	Sept '22	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)	\$ 370.0	\$ 309.9	\$ 277.8	\$ 317.1	\$ 321.3	\$ 323.2	\$ 396.7	\$ 320.3	\$ 337.5	\$ 375.9	\$ 321.6	\$ 337.9
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	13.4%	13.9%	11.1%	9.6%	19.3%	6.4%	7.7%	11.1%	17.7%	9.8%	10.2%	8.9%
Impact from acquisitions	3.4%	3.3%	3.5%	3.3%	4.1%	3.8%	3.8%	4.4%	3.5%	1.9%	1.9%	0.8%

FY 22	Sept '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	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	\$ 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%
Impact from acquisitions	0.5%	0.5%	0.5%	0.6%	0.6%	0.6%	0.6%	0.7%	0.7%	2.0%	2.2%	3.5%

Sequential Sales Growth by Month (Avg Daily Sales Basis)

FY 24	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	***June	July	Aug
Sequential ADS Performance	-7.6%	-2.4%	0.1%	-11.7%	15.0%	2.1%	-4.4%	0.9%	2.5%	-3.2%		
5 Year Historical Average	0.5%	0.7%	-0.3%	-7.8%	10.5%	3.1%	-0.9%	-2.8%	7.0%	-5.8%	-0.7%	3.5%

* Average Daily Sales is calculated using number of business days in the United States for the periods indicated.

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

*** June 2024 is an estimate based on data through the close of business on Friday June 28; the fiscal month of June ends on July 6, 2024. Net sales and sequential ADS represent the midpoint of the growth in ADS range.

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Percent of Sales by Geographic Region

	FY 24				FY 23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
United States	95 %	95 %	95 %		95 %	95 %	95 %	95 %
Mexico	2 %	2 %	2 %		2 %	2 %	2 %	2 %
Canada	2 %	2 %	2 %		2 %	1 %	2 %	2 %
Other Foreign Countries	1 %	1 %	1 %		1 %	2 %	1 %	1 %

Percent of Sales by Customer Type

	FY 24 *				FY 23 *			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
National Account Customers	37%	38%	37%		35%	35%	35%	35%
Public Sector Customers	9%	8%	9%		8%	8%	11%	13%
Core and Other Customers	54%	54%	54%		57%	57%	54%	52%

Sales Growth by Customer Type (Avg Daily Sales Basis)

	FY 24 *				FY 23 *			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
National Account Customers	5.6%	3.3%	-1.1%		16.7%	16.3%	8.8%	9.8%
Public Sector Customers	8.5%	0.6%	-25.4%		21.9%	18.7%	81.0%	60.9%
Core and Other Customers	-5.3%	-7.0%	-7.0%		9.5%	7.8%	4.9%	1.4%

* Includes reclassifications of certain customers during fiscal year 2024, primarily between national account customers and core and other customers.

Percent of Sales by Customer End-Market

	FY 24				FY 23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	47%	48%	46%		48%	49%	46%	46%
Manufacturing Light	21%	21%	21%		21%	20%	20%	20%
Public Sector	9%	8%	9%		8%	8%	11%	13%
Retail/Wholesale	8%	8%	8%		7%	7%	7%	8%
Commercial Services	4%	4%	4%		4%	4%	4%	4%
Other *	11%	11%	12%		12%	12%	12%	9%

* The Other category primarily includes individual customer and small business net sales not assigned to a specific industry classification.

Sales Growth by End-Market (Avg Daily Sales Basis)

	FY 24				FY 23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	-3.7%	-3.6%	-5.1%		11.1%	10.0%	5.8%	4.1%
Non-Manufacturing	7.0%	-0.8%	-11.0%		17.2%	15.1%	25.3%	21.3%

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Average Daily Sales (in millions) *

	<u>FY 24</u>	<u>FY 23</u>	<u>FY 22</u>
Q1	\$15.4	\$15.4	\$13.7
Q2	14.8	15.3	13.7
Q3	15.3	16.5	14.7
Q4		16.4	15.0

* Average Daily Sales is calculated using number of business days in the United States for the periods indicated.

Average Daily Sales Growth Decomposition

	<u>Q3 FY24</u>	<u>YTD FY24</u>
Volume	-7.2%	-5.0%
Pricing *	-0.4%	0.7%
Acquisitions	0.4%	0.6%
Foreign Exchange	0.1%	0.2%
Total ADS Growth	<u>-7.1%</u>	<u>-3.5%</u>

In dollar terms we estimate our sales performance was comprised of:

	<u>Q3 FY24</u>	<u>YTD FY24</u>
Volume	\$(75.7)	\$(149.0)
Pricing *	(4.4)	19.9
Acquisitions	3.9	18.1
Foreign Exchange	1.1	5.8
Total Sales Growth	<u>\$(75.1)</u>	<u>\$(105.2)</u>

* Inclusive of changes in customer and product mix, discounting and other items.

Total E-commerce Sales (in millions)

	<u>FY 24</u>	<u>FY 23</u>	<u>FY 22</u>
Q1	\$603.7	\$592.9	\$512.9
Q2	591.2	595.8	523.2
Q3	619.5	634.0	593.9
Q4		627.1	646.3

This represents sales made through our E-Commerce 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.

Gross Margin

	<u>FY 24</u>	<u>FY 23</u>	<u>FY 22</u>
Q1	41.2%	41.5%	41.6%
Q2	41.5%	41.3%	42.5%
Q3	40.9%	40.7% *	42.9%
Q4		40.5% *	41.9%

* Gross margin in Q3 and Q4 FY23 includes outsized customer mix headwinds due to a significant contract win in the Public Sector business.

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Operating Income (in millions)

	Reported				Adjusted*		
	FY 24	FY 23	FY 22		FY 24	FY 23	FY 22
Q1	\$101.6	\$116.0	\$90.7	Q1	\$103.7	\$118.3	\$96.0
Q2	91.2	114.3	97.2	Q2	97.8	117.2	100.3
Q3	106.8	135.4	136.8	Q3	111.5	138.6	140.3
Q4		118.1	144.0	Q4		130.4	138.6

* Represents a non-GAAP financial measure. An explanation and a reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure are presented in the schedules within our Non-GAAP Reconciliations document published quarterly.

Operating Margin

	Reported				Adjusted*		
	FY 24	FY 23	FY 22		FY 24	FY 23	FY 22
Q1	10.6%	12.1%	10.7%	Q1	10.9%	12.3%	11.3%
Q2	9.7%	11.9%	11.3%	Q2	10.5%	12.2%	11.6%
Q3	10.9%	12.8%	14.3%	Q3	11.4%	13.1%	14.6%
Q4		11.4%	14.1%	Q4		12.6%	13.6%

* Represents a non-GAAP financial measure. An explanation and a reconciliation of each non-GAAP financial measure to the most directly comparable GAAP financial measure are presented in the schedules within our Non-GAAP Reconciliations document published quarterly.

Total Associate Headcount

	FY 24					FY 23			
	Q1	Q2	Q3	Q4		Q1	Q2*	Q3	Q4
Full Time	7,176	7,175	7,220		Full Time	6,849	6,999	7,085	7,131
Part Time	232	229	235		Part Time	240	253	258	246
Total	7,408	7,404	7,455		Total	7,089	7,252	7,343	7,377

* Recent headcount increases reflect 43 associates from the KAR acquisition in Q2 FY24 and 90 associates from the Buckeye and Tru-Edge acquisitions in Q2 FY23.

Number of Field Sales Associates *

	FY 24	FY 23	FY 22
Q1	2,619	2,545	2,445
Q2	2,640	2,574	2,448
Q3	2,664	2,580	2,448
Q4		2,572	2,536

* Field Sales and Service Personnel includes all customer-facing associates in an external sales or service role. Recent headcount increases include 22 associates from the KAR acquisition in Q2 FY24, 14 associates from the Buckeye and Tru-Edge acquisition in Q2 FY23 and 39 associates from the Engman-Taylor and Tower Fasteners acquisitions in Q4 FY22.

Number of In-Plant Programs and Installed Vending Units

	Fiscal 2024					Fiscal 2023			
	Q1	Q2	Q3	Q4		Q1	Q2	Q3	Q4
In-Plant Programs	287	312	325		In-Plant Programs	208	224	246	265
Installed Vending Units	25,320	25,854	26,438		Installed Vending Units	22,800	23,286	24,038	24,830