

**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 FY24, MSC acquired ApTex, Inc. ("ApTex") and Premier Tool Grinding, Inc. ("Premier"). 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. Individual monthly or quarterly amounts may not agree to the annual total due to rounding.

**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	952.3	1,035.4	1,022.2

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

**FY 25**

Net Sales (In Millions)

# Sales Days

Growth in ADS

Impact from acquisitions

Sept '24	***Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	July '25	Aug '25
\$ 358.9	287.9										
24	20	18	23	20	20	25	20	19	23	20	20
-4.2%	-6.0% to -5.0%										
0.9%	1.0%										

**FY 24**

Net Sales (In Millions)

# Sales Days

Growth in ADS

Impact from acquisitions

Sept '23	Oct '23	Nov '23	Dec '23	Jan '24	Feb '24	Mar '24	Apr '24	May '24	June '24	July '24	Aug '24
\$ 374.7	\$ 304.7	\$ 274.6	\$ 309.6	\$ 309.6	\$ 316.1	\$ 377.7	\$ 304.9	\$ 296.8	\$ 347.3	\$ 298.5	\$ 306.4
24	20	18	23	20	20	25	20	19	23	20	20
1.3%	-1.7%	-1.2%	-2.4%	-3.7%	-2.2%	-4.8%	-4.8%	-12.1%	-7.6%	-7.2%	-9.3%
0.8%	0.9%	0.8%	0.9%	0.4%	0.4%	0.4%	0.4%	0.4%	0.9%	1.0%	0.8%

**FY 23**

Net Sales (In Millions)

# Sales Days

Growth in ADS

Impact from acquisitions

Sept '22	Oct '22	Nov '22	Dec '22	Jan '23	Feb '23	Mar '23	Apr '23	May '23	June '23	July '23	Aug '23
\$ 370.0	\$ 309.9	\$ 277.8	\$ 317.1	\$ 321.3	\$ 323.2	\$ 396.7	\$ 320.3	\$ 337.5	\$ 375.9	\$ 321.6	\$ 337.9
24	20	18	23	20	20	25	20	19	23	20	20
13.4%	13.9%	11.1%	9.6%	19.3%	6.4%	7.7%	11.1%	17.7%	9.8%	10.2%	8.9%
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**

Net Sales (In Millions)

# Sales Days

Growth in ADS

Impact from acquisitions

Sept '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22	Apr '22	May '22	June '22	July '22	**Aug '22
\$ 326.2	\$ 272.2	\$ 250.1	\$ 289.3	\$ 269.4	\$ 303.8	\$ 368.5	\$ 288.2	\$ 301.9	\$ 357.2	\$ 277.3	\$ 387.7
24	20	18	23	20	20	25	20	20	24	19	25
11.1%	6.9%	11.9%	1.8%	5.0%	17.8%	12.5%	5.5%	13.7%	13.1%	12.5%	15.4%
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 25**

Sequential ADS Performance

5 Year Historical Average

Sept	***Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June	July	Aug
-2.4%	-3.7%										
-0.9%	0.3%	-0.2%	-8.3%	10.8%	3.2%	-1.8%	-1.4%	7.2%	-6.6%	-0.8%	4.1%

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

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

\*\*\* October 2024 is an estimate based on data through the close of business on October 23, 2024; the fiscal month of October ends on November 2, 2024. Net sales represents 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 %	95 %
Mexico	2 %	2 %	2 %	2 %	2 %	2 %	2 %	2 %
Canada	2 %	2 %	2 %	2 %	2 %	1 %	2 %	2 %
Other Foreign Countries	1 %	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%	37%	35%	35%	35%	35%
Public Sector Customers	9%	8%	9%	10%	8%	8%	11%	13%
Core and Other Customers	54%	54%	54%	53%	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%	-2.3%	16.7%	16.3%	8.8%	9.8%
Public Sector Customers	8.5%	0.6%	-25.4%	-28.0%	21.9%	18.7%	81.0%	60.9%
Core and Other Customers	-5.3%	-7.0%	-7.0%	-7.1%	9.5%	7.8%	4.9%	1.4%

\* Includes reclassifications of certain customers, primarily between national account customers and core and other customers.

\*\* Public sector customer growth percentages reflect non-repeating public sector orders in the third and fourth quarters of fiscal year 2023.

**Percent of Sales by Customer End-Market**

	FY 24				FY 23			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	47%	48%	46%	46%	48%	49%	46%	46%
Manufacturing Light	21%	21%	21%	22%	21%	20%	20%	20%
Public Sector	9%	8%	9%	10%	8%	8%	11%	13%
Retail/Wholesale	8%	8%	8%	7%	7%	7%	7%	8%
Commercial Services	4%	4%	4%	4%	4%	4%	4%	4%
Other *	11%	11%	12%	11%	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%	-6.1%	11.1%	10.0%	5.8%	4.1%
Non-Manufacturing	7.0%	-0.8%	-11.0%	-11.8%	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	15.1	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>Q4 FY24</u>	<u>YTD FY24</u>
Volume	-8.7%	-6.0%
Pricing *	-0.1%	0.5%
Acquisitions	0.9%	0.7%
Foreign Exchange	-0.1%	0.1%
Total ADS Growth	<u>-8.0%</u>	<u>-4.7%</u>

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

	<u>Q4 FY24</u>	<u>YTD FY24</u>
Volume	\$(90.0)	\$(239.1)
Pricing *	(1.4)	18.5
Acquisitions	9.3	27.5
Foreign Exchange	(1.1)	4.8
Total Sales Growth	<u>\$(83.2)</u>	<u>\$(188.3)</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	615.2	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	41.0%	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	\$103.7	\$118.3	\$96.0
Q2	91.2	114.3	97.2	97.8	117.2	100.3
Q3	106.8	135.4	136.8	111.5	138.6	140.3
Q4	90.9	118.1	144.0	94.2	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%	10.9%	12.3%	11.3%
Q2	9.7%	11.9%	11.3%	10.5%	12.2%	11.6%
Q3	10.9%	12.8%	14.3%	11.4%	13.1%	14.6%
Q4	9.5%	11.4%	14.1%	9.9%	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	7,191	6,849	6,999	7,085	7,131
Part Time	232	229	235	232	240	253	258	246
Total	7,408	7,404	7,455	7,423	7,089	7,252	7,343	7,377

\* Headcount reflects 30 associates from the ApTex acquisition in Q4 FY24, 27 associates from the Premier acquisition in Q4 FY24, 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	2,697	2,572	2,536

\* Field Sales and Service Personnel includes all customer-facing associates in an external sales or service role, including telesales, application specialists and In-Plant representatives. Recent headcount increases include 30 associates from FY24 acquisitions, 14 associates from FY23 acquisitions and 39 associates from FY22 acquisitions.

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	342	208	224	246	265
Installed Vending Units	25,320	25,854	26,438	27,003	22,800	23,286	24,038	24,830