

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"). 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 25	FY 24	FY 23
Q1	\$ 928.5	\$ 954.0	\$ 957.7
Q2		935.3	961.6
Q3		979.4	1,054.5
Q4		952.3	1,035.4

Sales Growth by Month (Avg Daily Sales Basis) *

Note: December 2024 is an estimate; the fiscal month of December ended on January 4, 2025. ADS growth for the first four weeks of fiscal December performed similar to 1Q trends, with the YoY decline significantly impacted by the New Years' holiday falling in the middle of the last week this fiscal year.

	Sept '24	Oct '24	Nov '24	Dec '24 (est)	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	July '25	Aug '25
FY 25												
Net Sales (In Millions)	\$ 358.9	\$ 292.7	\$ 276.9	\$ ~ 285.0								
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	-4.2%	-3.9%	0.8%	-8.0%								
Impact from acquisitions	0.9%	1.0%	1.1%	0.8%								
FY 24												
Net Sales (In Millions)	\$ 374.7	\$ 304.7	\$ 274.6	\$ 309.6	\$ 309.6	\$ 316.1	\$ 377.7	\$ 304.9	\$ 296.8	\$ 347.3	\$ 298.5	\$ 306.4
# 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%	-7.6%	-7.2%	-9.3%
Impact from acquisitions	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)	\$ 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%

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

	Sept	Oct	Nov	Dec (est)	Jan	Feb	Mar	Apr	May	June	July	Aug
FY 25												
Sequential ADS Performance	-2.4%	-2.1%	5.1%	-19.4%								
5 Year Historical Average	-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.

Percent of Sales by Geographic Region

	FY 25				FY 24			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
United States	95 %				95 %	95 %	95 %	95 %
Mexico	2 %				2 %	2 %	2 %	2 %
Canada	2 %				2 %	2 %	2 %	2 %
Other Foreign Countries	1 %				1 %	1 %	1 %	1 %

Percent of Sales by Customer Type

	FY 25				FY 24 *			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
National Account Customers	37 %				37 %	37 %	37 %	37 %
Public Sector Customers	9 %				8 %	8 %	9 %	10 %
Core and Other Customers	54 %				55 %	55 %	54 %	53 %

Sales Growth by Customer Type (Avg Daily Sales Basis)

	FY 25				FY 24 *			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3 **	Q4 **
National Account Customers	-1.6%				5.8%	3.9%	0.3%	-0.6%
Public Sector Customers	9.8%				8.9%	1.6%	-26.3%	-27.9%
Core and Other Customers	-5.3%				-5.3%	-7.3%	-7.8%	-8.3%

* 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 25				FY 24 **			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing Heavy	57%				59 %	59 %	58 %	57 %
Manufacturing Light	9%				9 %	9 %	9 %	9 %
Public Sector	9%				8 %	8 %	9 %	10 %
Retail/Wholesale	7%				8 %	7 %	7 %	7 %
Commercial Services	4%				4 %	4 %	4 %	4 %
Other *	14%				12 %	13 %	13 %	13 %

* The Other category primarily makes up specific industry classifications that do not individually exceed 3% of net sales.

** Includes changes in customer end-market classifications as a result of the transition from the transition of Standard Industrial Classification (SIC) to the North American Industry Classification System (NAICS) in the first quarter of fiscal year 2025.

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

	FY 25				FY 24 *			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	-4.9%				-7.7%	-5.1%	-6.3%	-6.2%
Non-Manufacturing	2.0%				16.5%	2.7%	-8.7%	-11.5%

* Includes changes in customer end-market classifications as a result of the transition from the transition of Standard Industrial Classification (SIC) to the North American Industry Classification System (NAICS) in the first quarter of fiscal year 2025.

Average Daily Sales (in millions) *

	FY 25	FY 24	FY 23
Q1	\$15.0	\$15.4	\$15.4
Q2		14.8	15.3
Q3		15.3	16.5
Q4		15.1	16.4

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

**Average Daily Sales Growth
Decomposition**

	Q1 FY25
Volume	-3.4%
Pricing *	0.0%
Acquisitions	1.0%
Foreign Exchange	-0.3%
Total ADS Growth	<u>-2.7%</u>

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

	Q1 FY25
Volume	\$(32.1)
Pricing *	(0.4)
Acquisitions	9.4
Foreign Exchange	(2.4)
Total Sales Growth	<u>\$(25.5)</u>

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

Total E-commerce Sales* (in millions)

	FY 25	FY 24	FY 23
Q1	\$591.5	\$603.7	\$592.9
Q2		591.2	595.8
Q3		619.5	634.0
Q4		615.2	627.1

*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

	FY 25	FY 24	FY 23
Q1	40.7%	41.2%	41.5%
Q2		41.5%	41.3%
Q3		40.9%	40.7%
Q4		41.0%	40.5%

Operating Income (in millions)

	Reported			Adjusted*		
	FY 25	FY 24	FY 23	FY 25	FY 24	FY 23
Q1	\$72.3	\$101.6	\$116.0	\$74.6	\$103.7	\$118.3
Q2		91.2	114.3		97.8	117.2
Q3		106.8	135.4		111.5	138.6
Q4		90.9	118.1		94.2	130.4

* 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 25	FY 24	FY 23	FY 25	FY 24	FY 23
Q1	7.8%	10.6%	12.1%	8.0%	10.9%	12.3%
Q2		9.7%	11.9%		10.5%	12.2%
Q3		10.9%	12.8%		11.4%	13.1%
Q4		9.5%	11.4%		9.9%	12.6%

* 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 25				FY 24			
	Q1	Q2	Q3	Q4	Q1	Q2*	Q3	Q4*
Full Time	7,261				7,176	7,175	7,220	7,191
Part Time	233				232	229	235	232
Total	7,494				7,408	7,404	7,455	7,423

* Headcount reflects 30 associates from the ApTex acquisition in Q4 FY24, 27 associates from the Premier acquisition in Q4 FY24 and 43 associates from the KAR acquisition in Q2 FY24.

Number of Field Sales Associates *

	FY 25	FY 24	FY 23
Q1	2,723	2,619	2,545
Q2		2,640	2,574
Q3		2,664	2,580
Q4		2,697	2,572

* 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 and 14 associates from FY23 acquisitions.

Number of In-Plant Programs and Installed Vending Units

	Fiscal 2025				Fiscal 2024			
	Q1 *	Q2	Q3	Q4	Q1	Q2	Q3	Q4
In-Plant Programs	369				287	312	325	342
Installed Vending Units	27,747				25,320	25,854	26,438	27,003

* The increase in the number of In-Plant programs of 27 compared to Q4 FY24 is comprised of 16 signings, the split of 7 programs and 4 programs integrated through prior acquisitions.