

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, during Q2 FY19, MSC formed MSC Mexico in conjunction with an acquisition, in Q3 FY18, MSC acquired All Integrated Solutions ("AIS"), and during Q4 FY17, MSC acquired DECO Tool Supply Co. ("DECO"), the results from these acquisitions are included in all Q1 FY19 to Q4 FY21 data below, unless otherwise noted.

Quarterly Sales (in millions)

| | FY 21 | FY 20 | FY 19 |
|----|----------|----------|----------|
| Q1 | \$ 771.9 | \$ 823.6 | \$ 831.6 |
| Q2 | 774.0 | 786.1 | 823.0 |
| Q3 | 866.3 | 835.0 | 866.5 |
| Q4 | 831.0 | 747.7 | 842.7 |

Sales Growth by Month (Avg Daily Sales Basis) *

| FY2022 | Sept '21 ⁵ | 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 | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| # Sales Days | 24 | 20 | 18 | 23 | 20 | 20 | 25 | 20 | 20 | 24 | 19 | 25 |
| Growth in ADS | 11.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 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 ⁴ | July '21 ⁴ | Aug '21 ⁵ |
|-------------------------|----------|----------|----------|----------|----------|----------|----------|----------|-------------|-----------------------|-----------------------|----------------------|
| 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 ³ | Oct '19 ³ | Nov '19 ³ | Dec '19 ³ | Jan '20 ³ | 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% |

| FY2019 | Sept '18 ¹ | Oct '18 ¹ | Nov '18 ¹ | **Dec '18 ¹ | Jan '19 ¹ | Feb '19 ² | Mar '19 ² | Apr '19 ² | May '19 ³ | ***June '19 ³ | July '19 ³ | Aug '19 ³ |
|-------------------------|-----------------------|----------------------|----------------------|------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------------------|-----------------------|----------------------|
| Net Sales (In Millions) | \$ 323.0 | \$ 268.1 | \$ 240.4 | \$ 267.1 | \$ 275.8 | \$ 280.1 | \$ 349.9 | \$ 263.0 | \$ 253.7 | \$ 309.6 | \$ 267.0 | \$ 266.1 |
| # Sales Days | 24 | 20 | 18 | 22 | 20 | 20 | 25 | 20 | 19 | 23 | 20 | 20 |
| Growth in ADS | 7.3% | 8.7% | 8.7% | 10.6% | 6.9% | 8.3% | 9.6% | 0.6% | 2.4% | 4.0% | 4.0% | -1.7% |

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

** December '18 contained one more selling day than December '19 and December '20 due to the Company closing on December 24 (Christmas Eve) in FY20 and

*** June '19 had one less selling day due to the Company closing on the Friday following the July 4th holiday.

**** May '21 had one more selling day than May '20 and May '19 due to the timing of the Memorial Day holiday which fell in June '21.

¹ Includes acquisitive growth from AIS, which was acquired on April 30, 2018.

² Includes acquisitive growth from AIS and MSC Mexico, which was formed in conjunction with an acquisition on February 1, 2019.

³ Includes acquisitive growth from MSC Mexico, which was formed in conjunction with an acquisition on February 1, 2019.

⁴ Includes acquisitive growth from Hurst, which was acquired on June 1, 2021.

⁵ 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 2021 | | | | Fiscal 2020 | | | |
|-----------------------|-------------|-------|-------|-------|-------------|-------|-------|--------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Midwest | -4.1% | 0.9% | 0.8% | 11.4% | -4.6% | -6.2% | -1.7% | -11.2% |
| Northeast | -7.0% | -3.0% | -4.3% | 9.7% | 1.7% | -1.7% | -1.3% | -12.7% |
| Southeast | -10.4% | -5.8% | 3.5% | 15.4% | -3.1% | -4.3% | -7.7% | -17.6% |
| West | -10.5% | -6.1% | -0.3% | 8.7% | 0.5% | -1.8% | -5.5% | -11.4% |
| International & Other | 27.8% | 34.4% | 33.1% | 27.0% | 36.7% | 30.1% | 12.2% | 13.7% |

* 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 2021 | | | | Fiscal 2020 | | | |
|-------------------|-------------|-------|--------|-------|-------------|-------|--------|--------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Manufacturing | -13.5% | -4.9% | 18.8% | 21.8% | -1.3% | -3.7% | -17.0% | -19.6% |
| Non-Manufacturing | 10.8% | 6.6% | -21.9% | -3.2% | -0.3% | -1.0% | 26.2% | 3.4% |

* Beginning in Q3 FY20, the ADS calculations include United States selling days only. Prior periods have not been adjusted due to the insignificant impact of the change.

Sales by Customer Type

| | Fiscal 2021 | | | | Fiscal 2020 | | | |
|----------------------|-------------|-----|-----|-----|-------------|-----|-----|-----|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 |
| Manufacturing Heavy | 45% | 48% | 48% | 49% | 47% | 47% | 40% | 44% |
| Manufacturing Light | 20% | 20% | 21% | 21% | 23% | 23% | 19% | 21% |
| Government | 11% | 9% | 9% | 7% | 7% | 7% | 15% | 11% |
| Retail/Wholesale | 7% | 7% | 7% | 7% | 6% | 6% | 7% | 8% |
| Commercial Services | 4% | 5% | 4% | 4% | 5% | 5% | 5% | 3% |
| Other ⁽¹⁾ | 13% | 11% | 11% | 12% | 12% | 12% | 14% | 13% |

⁽¹⁾ 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>Q4 FY21</u> |
|--------------------|------------------|
| | <u>Growth</u> |
| Large Accounts | \$ 15.6 |
| Remaining Business | 67.7 |
| Total Growth | <u>\$ 83.3 *</u> |

* We estimate that this \$83.3 million increase in net sales is comprised of:

- (i) \$70.1 million of higher sales volume;
 - (ii) \$20.8 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
 - (iii) \$3.7 million from FY21 acquisitions; and
 - (iv) \$1.9 million favorable foreign exchange impact;
 - (v) partially offset by \$13.2 million from one less sales day in the current period
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Growth Decomposition
(In Millions)

| | <u>YTD FY21</u> |
|--------------------|------------------|
| | <u>Growth</u> |
| Large Accounts | \$ (58.7) |
| Remaining Business | 109.5 |
| Total Growth | <u>\$ 50.8 *</u> |

* We estimate that this \$50.8 million increase in net sales is comprised of:

- (i) \$42.3 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items;
 - (ii) \$6.0 million favorable foreign exchange impact; and
 - (iii) \$3.7 million from FY21 acquisitions;
 - (iv) partially offset by \$1.2 million of lower sales volume
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| Gross Margin Percentage | FY 21 | FY 20 | FY 19 |
|--------------------------------|--------------|--------------|--------------|
| Q1 | 41.9% | 42.2% | 43.0% |
| Q2 | 38.1%* | 42.1% | 42.7% |
| Q3 | 42.3% | 42.4% | 42.5% |
| Q4 | 42.0% | 41.6% | 42.0% |

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

| Operating Income (in millions) | FY 21* | FY 20** | FY 19 |
|---------------------------------------|---------------|----------------|--------------|
| Q1 | \$ 53.9 | \$ 90.3 | \$ 103.0 |
| Q2 | 28.0 | 77.7 | 96.0 |
| Q3 | 128.6 | 109.9 | 110.5 |
| Q4 | 91.2 | 72.9 | 90.5 |

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

** Operating Income during FY20 includes \$17.0 million of restructuring costs. Restructuring costs by quarter were as follows: \$2.6 million in Q1, \$1.9 million in Q2, \$1.4 million in Q3, and \$11.1 million in Q4.

| Operating Income Percentage | FY 21* | FY 20** | FY 19 |
|------------------------------------|---------------|----------------|--------------|
| Q1 | 7.0% | 11.0% | 12.4% |
| Q2 | 3.6% | 9.9% | 11.7% |
| Q3 | 14.8% | 13.2% | 12.8% |
| Q4 | 11.0% | 9.8% | 10.7% |

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

** Operating Income during FY20 includes \$17.0 million of restructuring costs. Restructuring costs by quarter were as follows: \$2.6 million in Q1, \$1.9 million in Q2, \$1.4 million in Q3, and \$11.1 million in Q4.

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Total eCOMM Sales (in millions) *

| | FY 21 | FY 20 | FY 19 |
|----|--------------|--------------|--------------|
| Q1 | \$ 468.7 | \$ 499.9 | \$ 499.8 |
| Q2 | 458.1 | 478.7 | 493.9 |
| Q3 | 521.8 | 461.3 | 520.5 |
| Q4 | 498.3 | 448.5 | 505.5 |

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

| | FY 21 | FY 20 | FY 19 |
|----|--------------|--------------|--------------|
| Q1 | \$ 1,897.5 | \$ 2,023.8 | \$ 2,023.4 |
| Q2 | 1,885.0 | 1,969.7 | 1,999.5 |
| Q3 | 2,015.0 | 1,809.3 | 2,041.3 |
| Q4 | 1,985.3 | 1,759.0 | 2,014.0 |

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

* Total eCommerce sales does not include eCommerce sales from AIS, MSC Mexico, and Hurst.

** Equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 251 days for FY21, FY20, and FY19.

Total Associate Headcount

| | 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 |

| | Fiscal 2020 | | | |
|-----------|--------------------|-----------|-----------|-----------|
| | Q1 | Q2 | Q3 | Q4 |
| Full Time | 6,473 | 6,487 | 6,430 | 6,153 |
| Part Time | 149 | 145 | 157 | 162 |
| Total | 6,622 | 6,632 | 6,587 | 6,315 |

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

Number of Field Sales Associates *

| | FY 21 | FY 20 | FY 19 |
|----|--------------|--------------|--------------|
| Q1 | 2,313 | 2,349 | 2,417 |
| Q2 | 2,301 | 2,356 | 2,433 |
| Q3 | 2,320 | 2,341 | 2,411 |
| Q4 | 2,398** | 2,263 | 2,414 |

* 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.

Average Daily Sales (in millions)*

| | FY 21 | FY 20 | FY 19 |
|----|--------------|--------------|--------------|
| Q1 | \$ 12.5 | \$ 13.3 | \$ 13.4 |
| Q2 | 12.7 | 12.9 | 13.3 |
| Q3 | 13.3 | 13.0 | 13.6 |
| Q4 | 13.2 | 11.7 | 13.4 |

* 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.