

MSC INDUSTRIAL SUPPLY CO.

William Blair Growth Stock Conference
Chicago
June 15, 2017

SAFE HARBOR STATEMENT

CAUTIONARY STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995.

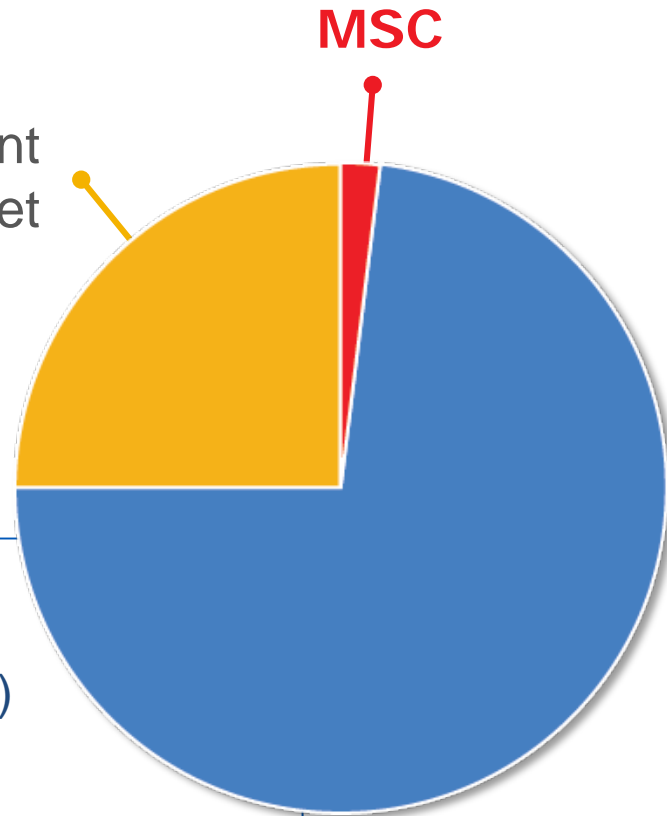
This presentation contains forward-looking statements within the meaning of U.S. securities laws, including guidance about expected future results, expectations regarding our ability to gain market share, expected benefits from our investment and strategic plans, and expected future margins. These forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from those anticipated by these forward-looking statements; are based on our current expectations; and we assume no obligation to update them. Factors that could cause actual results to differ materially from those in forward-looking statements include: general economic conditions in the markets in which we operate, worldwide economic, social, political, and regulatory conditions, including conditions that may result from legislative, regulatory and policy changes, changing customer and product mixes, competition, industry consolidation, volatility in commodity and energy prices, credit risk of our customers, risk of cancellation or rescheduling of orders, work stoppages or other business interruptions (including those due to extreme weather conditions) at transportation centers or shipping ports, financial restrictions on outstanding borrowings, dependence on our information systems and the risk of business disruptions arising from changes to our information systems, disruptions due to computer system or network failures, computer viruses, physical or electronics break-ins and cyber-attacks, the inability to successfully manage the upgrade of our core financial systems, the loss of key suppliers or supply chain disruptions, problems with successfully integrating acquired operations, opening or expanding our customer fulfillment centers exposes us to risks of delays, the risk of war, terrorism and similar hostilities, dependence on key personnel, goodwill and intangible assets recorded as a result of our acquisitions could be impaired, and the outcome of potential government or regulatory proceedings or future litigation relating to pending or future claims, inquiries or audits.

Information about these risks is noted in the earnings press release and in the Risk Factors and MD&A sections of our latest annual and quarterly reports filed with the SEC, as well as in our other SEC filings. Investors are cautioned not to place undue reliance on these forward-looking statements.

Throughout this presentation we will reference both GAAP and adjusted financial results, which are non-GAAP financial measures. Please refer to the reconciliation tables at the end of this presentation for a reconciliation of the adjusted financial measures to the most directly comparable GAAP measures.

INDUSTRY OVERVIEW

The top 50 companies represent less than 30% of the market

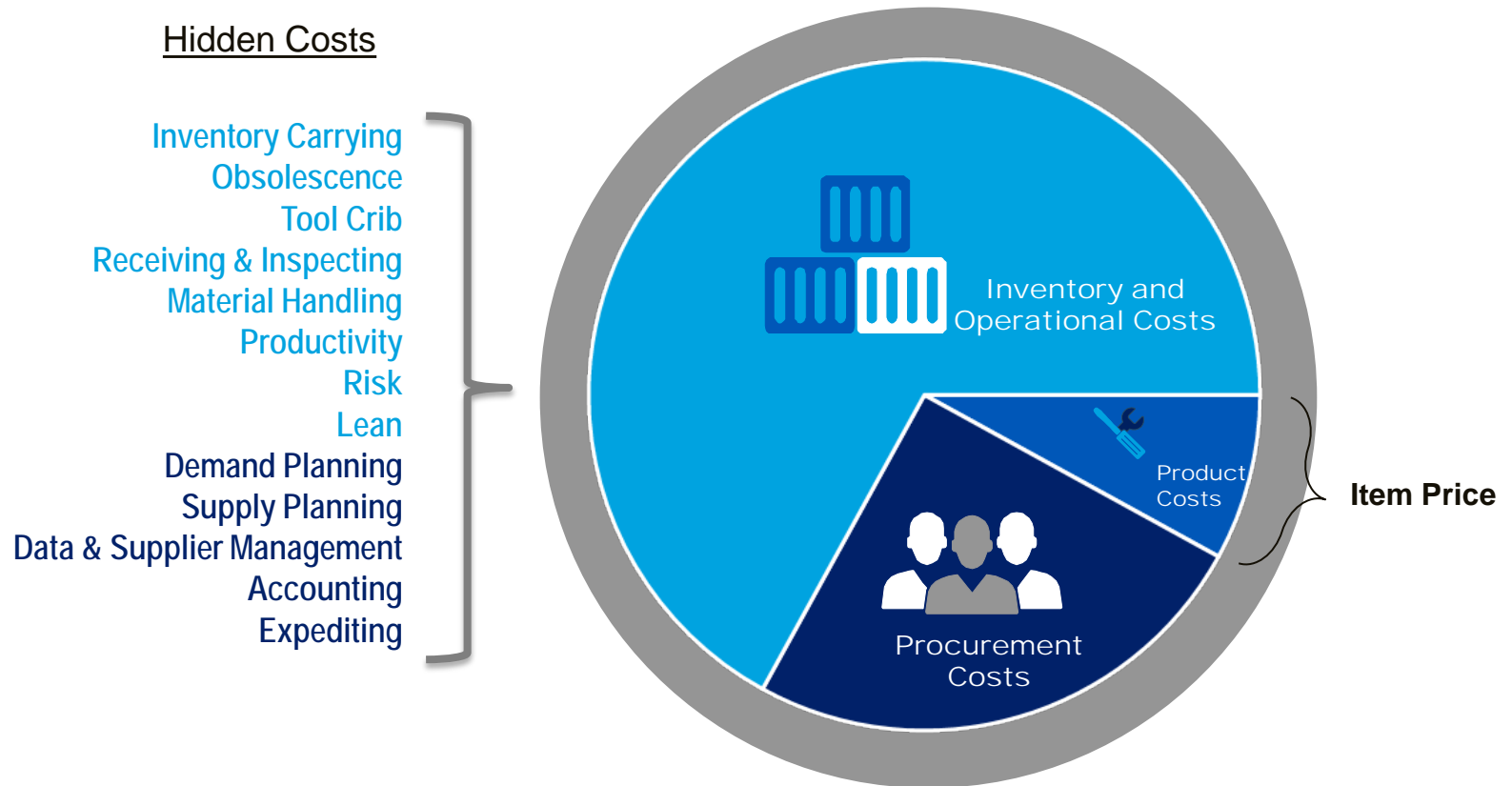


- \$525B MRO Market in the US*
(\$160B directly addressable by MSC**)
- Highly Fragmented
- 145,000 Distributors in the US*

*Source: MDM Analytics (figures are approximate)

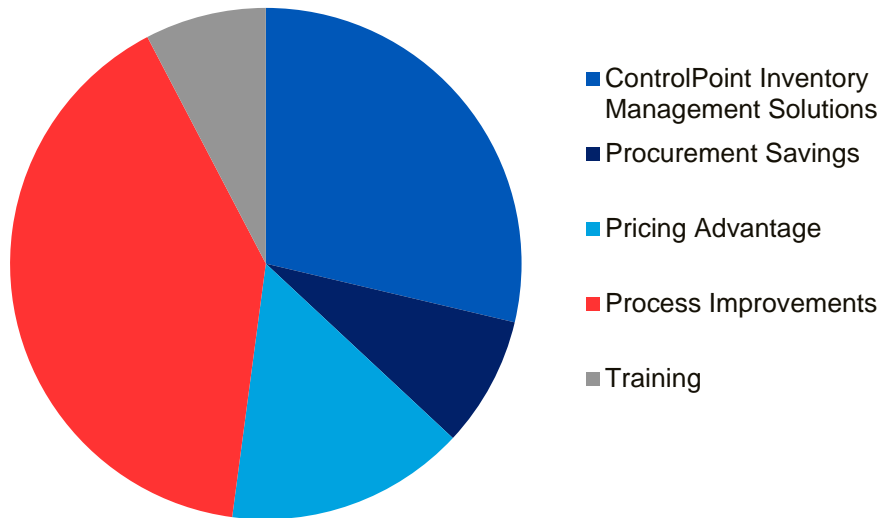
**Source: Calculation performed by MSC (calculation is approximate)

BY FOCUSING ON PRODUCT COSTS TO REDUCE OUR TCO – WE’RE MISSING THE BIGGER OPPORTUNITY



MAKING CUSTOMERS BETTER

Cost Savings Documentation



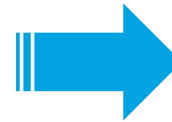
Actual customer achieved \$26k of savings on \$152k of spend over 2 months

Total program savings of > \$200m for MSC customers in first 6 months of fiscal 2017!

SKU CONSOLIDATION

ITEM SPECIFIC RATIONALIZATION EXAMPLES

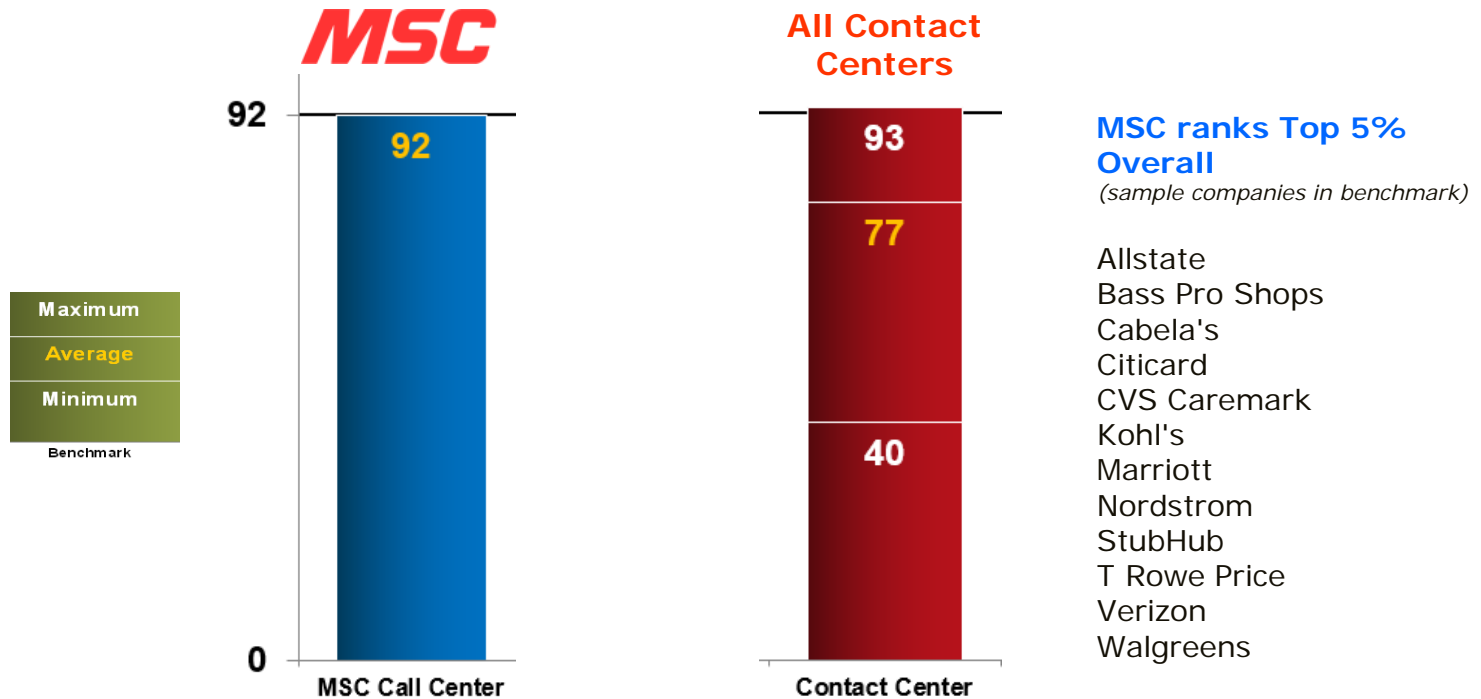
| | 84412394 | 63556468 |
|--------------|--|--|
| Description | 22OZ SPRAY NINE EA PURPOSE CLEANER QIA | MANDRON PREMIUM CITRUS DEGREASER 22OZ 12/CS QIA |
| Manufacturer | Spray Nine Corp. | AMERICAN INDUSTRIES |
| MPN | 26825 | 2345 |
| Image |  |  |
| Pricing | \$.277 Oz 45,936 Units \$ 12,740.88 Total | \$ 1.32 Oz 792 Units \$ 1,048.32 Total |



Consolidate to a single
Item and standardize in all
locations. Leverage MSC
costs on commodity
products

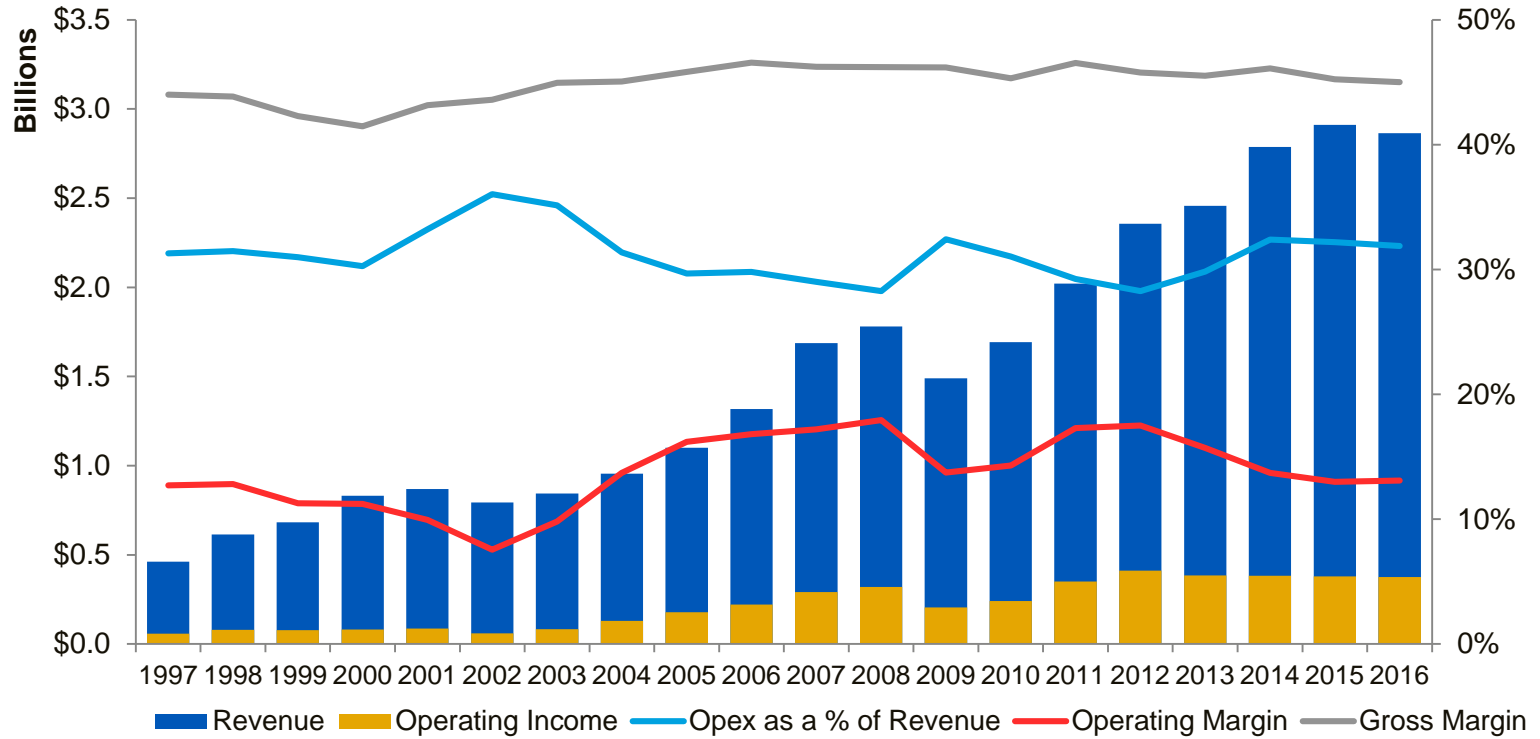
| | 02451045 |
|--------------|--|
| Description | 32 OZ CLEANER/DEGRSR ALL PURPOSE HYDROFORCE |
| Manufacturer | CRC |
| MPN | 14407 |
| Image |  |
| Pricing | \$.20 Oz 46,728 Units \$4,443.60 Savings |

MSC'S HIGH CUSTOMER SATISFACTION

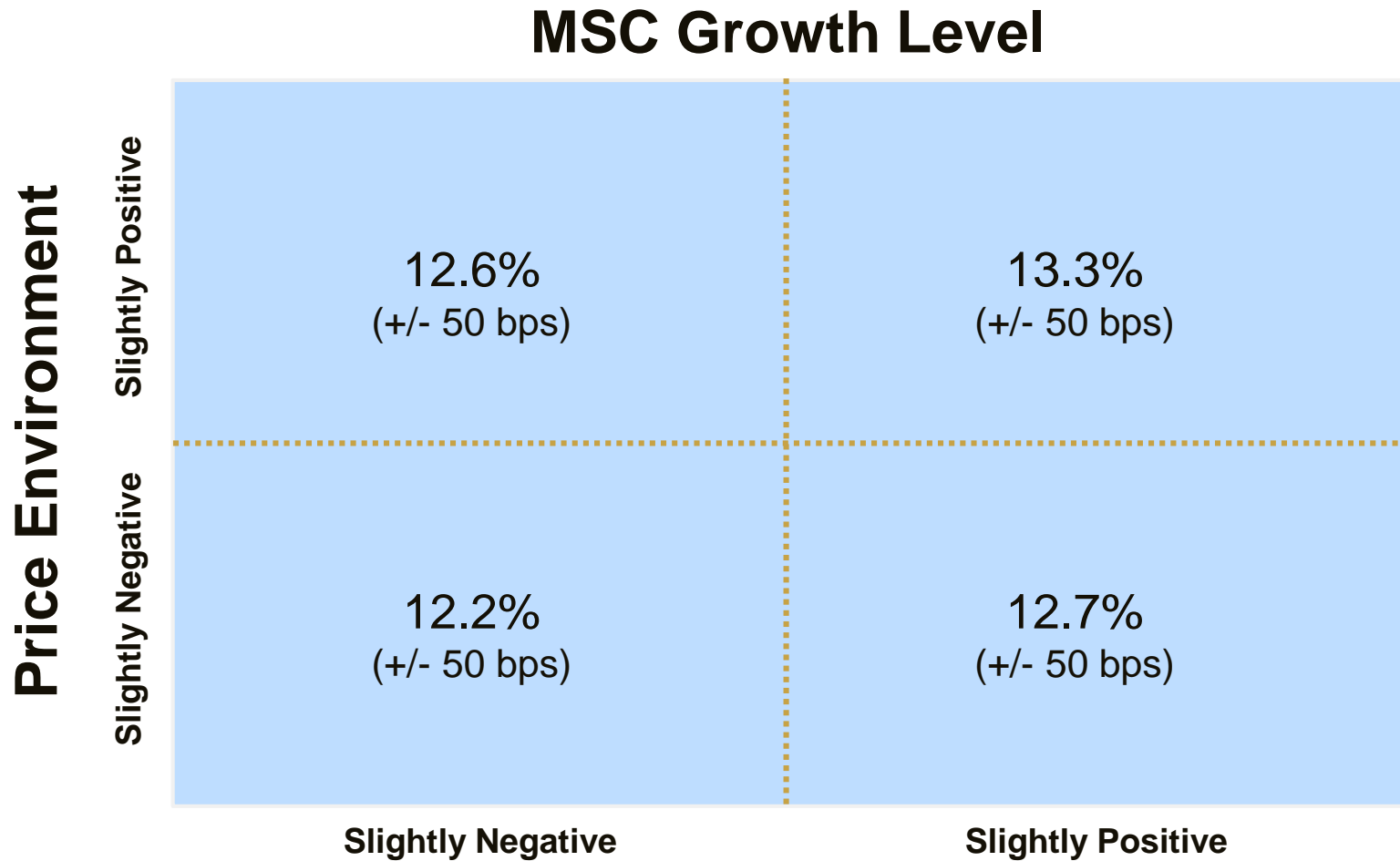


Customer satisfaction a leading indicator of customer retention and growth

STRONG TRACK RECORD

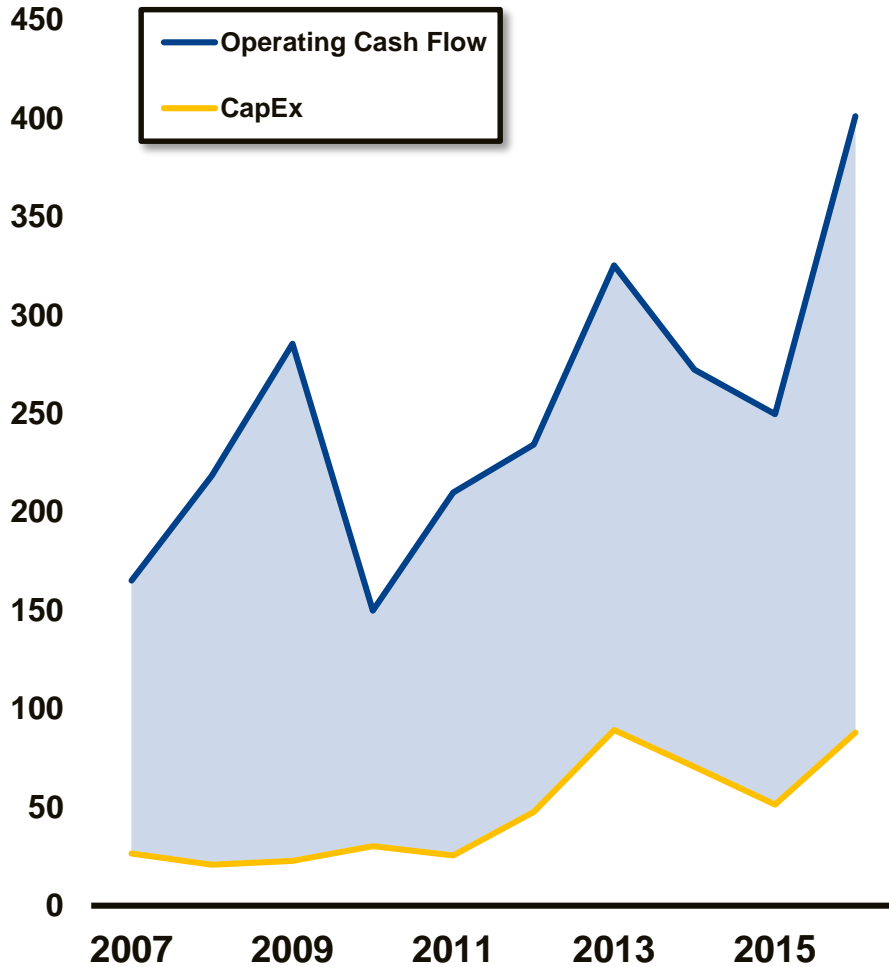


FY2017 ANNUAL OPERATING MARGIN FRAMEWORK

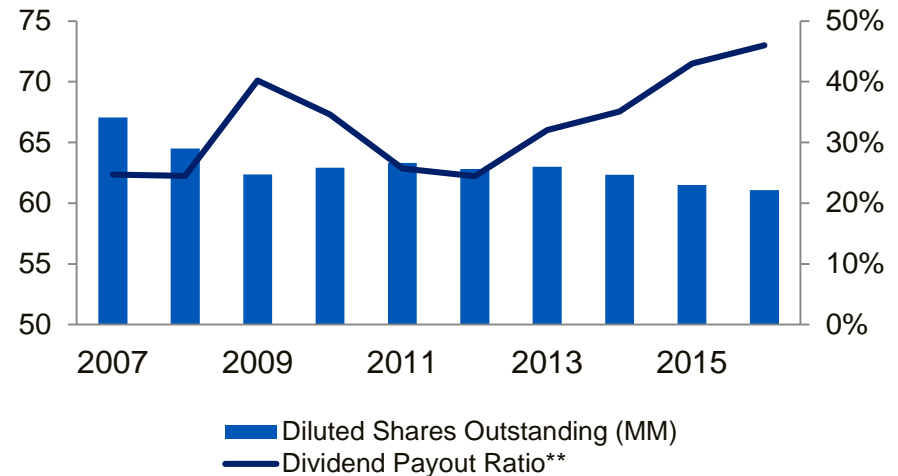
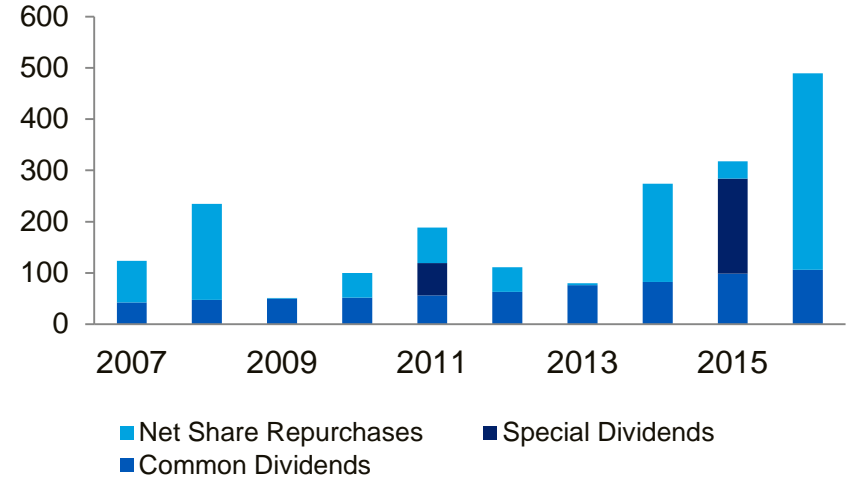


STRONG OPERATING CASH FLOW GENERATION

Operating Cash Flow (\$M)



Return to Shareholders (\$M)



** Dividend Payout Ratio calculated as common dividends per share / diluted EPS.



APPENDIX

DEFINITION & RECONCILIATION

Free Cash Flows (FCF) is a Non-GAAP measure and is defined by MSC as cash flows from operating activities less capital expenditures.

MSC Industrial Supply Co. Reconciliation of Non-GAAP to GAAP Measures Free Cash Flows Reconciliation (in \$ millions)

| | FY2014 | FY2015 | FY2016 |
|--------------------------------------|--------|--------|--------|
| Cash Flows From Operating Activities | \$272 | \$250 | \$401 |
| Less: Capital Expenditures | (96) | (51) | (88) |
| Free Cash Flows | \$176 | \$199 | \$313 |

Notes: Totals may not add up due to rounding