

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.

Quarterly Sales (in millions)

	FY 17	FY 16	FY 15
Q1	\$686.3	\$706.8	\$731.1
Q2	703.8	684.1	706.4
Q3	743.9	727.5	745.5
Q4		745.1	727.4

Sales Growth by Month (Avg Daily Sales Basis) *

FY2017

	Sept '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	June '17****	July '17	Aug '17
Net Sales (In Millions)	\$ 266.9	\$ 221.1	\$ 198.3	\$ 236.8	\$ 233.2	\$ 233.8	\$ 293.8	\$ 228.1	\$ 222.0	\$ 270.8	\$ -	\$ -
# Sales Days	24	20	18	23	20	20	25	20	19	23	20	20
Growth in ADS	-4.5%	-1.7%	-2.0%	3.9%	4.0%	0.8%	4.5%	1.5%	5.5%	6.4%	0.0%	0.0%

FY2016

	Sept '15	Oct '15	Nov '15	Dec '15	Jan '16	Feb '16	Mar '16	Apr '16	May '16	June '16	July '16	Aug '16
Net Sales (In Millions)	\$ 279.3	\$ 225.0	\$ 202.5	\$ 227.9	\$ 224.3	\$ 231.9	\$ 280.7	\$ 225.6	\$ 221.2	\$ 265.2	\$ 200.3	\$ 279.6
# Sales Days	24	20	18	23	20	20	25	20	20	24	19	25
Growth in ADS	-1.2%	-3.4%	-5.9%	-1.6%	-5.5%	-2.3%	-4.9%	-2.3%	-4.2%	-4.6%	-4.8%	-1.8%

FY2015

	Sept '14	Oct '14	Nov '14 **	Dec '14	Jan '15	Feb '15	Mar '15***	Apr '15	May '15	June '15	July '15	Aug '15
Net Sales (In Millions)	\$ 283.0	\$ 232.8	\$ 215.3	\$ 231.6	\$ 237.3	\$ 237.5	\$ 295.4	\$ 230.6	\$ 219.5	\$ 278.2	\$ 221.2	\$ 228.0
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	7.1%	8.6%	7.6%	7.7%	8.0%	4.9%	2.0%	5.7%	3.1%	2.1%	-0.6%	-1.6%

* Compared to same month, prior fiscal year.

** Excluding the sales adjustment resulting from refining our estimated accrual for direct ship sales, and November '14 sales growth was 9.7.

*** March '15 is slightly deflated due to the holiday falling in March in FY 15, compared to April in FY 14.

**** June '17 is an estimate.

MSC Industrial Direct Co., Inc.**Operational Statistics - updated quarterly on earnings release date****Sales Growth by
Regions (Avg Daily
Sales Basis)**

	Fiscal 2017				Fiscal 2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	-3.8%	2.1%	4.0%		-3.1%	-4.7%	-6.3%	-6.0%
Northeast	-0.4%	3.2%	3.3%		-0.3%	1.5%	-0.8%	-1.1%
Southeast	-4.1%	4.1%	5.7%		-3.7%	-2.8%	-2.6%	-3.6%
West	-0.9%	2.3%	1.5%		-2.2%	-3.6%	-4.3%	-0.4%
International & Other	-6.9%	-2.8%	-3.2%		-18.4%	-15.6%	-13.0%	-11.1%

**Sales Growth by
Customer Type
(Avg Daily Sales
Basis) ***

	Fiscal 2017				Fiscal 2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	-4.2%	2.6%	2.8%		-4.9%	-5.6%	-6.8%	-6.1%
Non-Manufacturing	0.6%	4.5%	6.5%		1.3%	2.6%	2.6%	3.3%

* Excludes UK operations

**Sales by Customer
Type (Avg Daily
Sales Basis) ***

	Fiscal 2017				Fiscal 2016			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	68%	68%	67%		69%	68%	68%	67%
Non-Manufacturing	32%	32%	33%		31%	32%	32%	33%

* Excludes UK operations

MSC Industrial Direct Co., Inc.**Operational Statistics - updated quarterly on earnings release date****Growth
Decomposition
(In Millions)**

	<u>Q3 FY17</u>	<u>YTD FY17</u>
	<u>Growth</u>	<u>Growth</u>
Large Accounts	\$ 13.4	\$ 19.5
Remaining Business	3.0	(4.0)
Total Growth	<u>\$ 16.4 *</u>	<u>\$ 15.5 **</u>

* We estimate that this \$16.4 million increase in net sales is comprised of:

- (i) approximately \$36.3 million of higher sales volume, partially offset by
- (ii) approximately \$11.2 million in sales attributable to an extra day in fiscal 2016;
- (iii) approximately \$6.8 million in reductions from pricing, resulting from changes in customer and product mix, discounting and other items; and
- (iv) approximately \$1.9 million from an unfavorable foreign exchange impact.

** We estimate that this \$15.5 million increase in net sales is comprised of:

- (i) approximately \$57.3 million of higher sales volume, partially offset by
- (ii) approximately \$24.3 million in reductions from pricing, resulting from changes in customer and product mix, discounting and other items;
- (iii) approximately \$11.2 million in sales attributable to an extra day in fiscal 2016; and
- (iv) approximately \$6.3 million from an unfavorable foreign exchange impact.

**Gross Margin
Percentage**

	<u>FY 17</u>	<u>FY 16</u>	<u>FY 15</u>
Q1	45.0%	45.1%	45.2%
Q2	44.7%	45.1%	45.4%
Q3	44.3%	45.0%	45.4%
Q4		44.8%	45.0%

**Operating Income
(in millions)**

	<u>FY 17</u>	<u>FY 16</u>	<u>FY 15</u>
Q1	\$90.6	\$90.4	\$94.0
Q2	86.6	80.5	85.9
Q3	101.8	105.8	104.2
Q4		99.2	95.4

**Operating Income
Percentage**

	<u>FY 17</u>	<u>FY 16</u>	<u>FY 15</u>
Q1	13.2%	12.8%	12.9%
Q2	12.3%	11.8%	12.2%
Q3	13.7%	14.5%	14.0%
Q4		13.3%	13.1%

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Total eCOMM Sales (in millions) *	Total eCOMM Sales			Total eCOMM Sales Annual Run Rate (in millions) **	Total eCOMM Sales		
	FY 17	FY 16	FY 15		FY 17	FY 16	FY 15
Q1	\$409.1	\$403.2	\$398.7	Q1	\$1,669.4	\$1,677.8	\$1,627.0
Q2	420.6	395.5	391.1	Q2	1,689.1	1,619.7	1,570.6
Q3	450.4	426.6	417.2	Q3	1,773.5	1,693.3	1,649.2
Q4		440.4	412.0	Q4		1,670.9	1,628.7

** **Run Rate** equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 252 days for FY17 and 258 days for FY16 and 253 days for FY15.

* 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.

MSC Industrial Direct Co., Inc.**Operational Statistics - updated quarterly on earnings release date****Total Associate****Headcount**

	Fiscal 2017			
	Q1	Q2	Q3	Q4
Full Time	6,334	6,324	6,276	
Part Time	117	130	130	
Total	6,451	6,454	6,406	

	Fiscal 2016			
	Q1	Q2	Q3	Q4
Full Time	6,474	6,405	6,396	6,346
Part Time	112	119	114	116
Total	6,586	6,524	6,510	6,462

**Number of Field
Sales Associates ***

	FY 17	FY 16	FY 15
Q1	2,352	2,370	2,343
Q2	2,352	2,340	2,353
Q3	2,309	2,356	2,334
Q4		2,370	2,377

* Adjusted metric to include field sales and service personnel. Prior quarter information conforms to the current presentation.

**Average Daily
Sales (in million's)**

	FY 17	FY 16	FY 15
Q1	\$11.1	\$11.4	\$11.8
Q2	11.2	10.9	11.2
Q3	11.6	11.2	11.7
Q4		11.0	11.4