

**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 FY17, MSC acquired DECO Tool Supply Co. ("DECO") and the results are included in all Q1 FY18 and Q4 FY17 data below, unless otherwise noted.

**Quarterly Sales (in millions)**

	<b>FY 18</b>	<b>FY 17</b>	<b>FY 16</b>
Q1	\$768.6	\$686.3	\$706.8
Q2		703.8	684.1
Q3		743.9	727.5
Q4		753.8	745.1

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

<b>FY2018</b>	<b>Sept '17</b>	<b>Oct '17</b>	<b>Nov '17</b>	<b>Dec '17**</b>	<b>Jan '18</b>	<b>Feb '18</b>	<b>Mar '18</b>	<b>Apr '18</b>	<b>May '18</b>	<b>June '18</b>	<b>July '18</b>	<b>Aug '18</b>
<b>Net Sales (In Millions)</b>	\$ 300.9	\$ 246.7	\$ 221.1	\$ 252.2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b># Sales Days</b>	24	20	18	23	20	20	25	20	19	24	20	20
<b>Growth in ADS</b>	12.7%	11.6%	11.5%	6.5%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

<b>FY2017</b>	<b>Sept '16</b>	<b>Oct '16</b>	<b>Nov '16</b>	<b>Dec '16</b>	<b>Jan '17</b>	<b>Feb '17</b>	<b>Mar '17</b>	<b>Apr '17</b>	<b>May '17</b>	<b>June '17</b>	<b>July '17</b>	<b>Aug '17</b>
<b>Net Sales (In Millions)</b>	\$ 266.9	\$ 221.1	\$ 198.3	\$ 236.8	\$ 233.2	\$ 233.8	\$ 293.8	\$ 228.1	\$ 222.0	\$ 271.3	\$ 236.0	\$ 246.5
<b># Sales Days</b>	24	20	18	23	20	20	25	20	19	23	20	20
<b>Growth in ADS</b>	-4.5%	-1.7%	-2.0%	3.9%	4.0%	0.8%	4.5%	1.5%	5.5%	6.6%	12.1%	10.2%

<b>FY2016</b>	<b>Sept '15</b>	<b>Oct '15</b>	<b>Nov '15</b>	<b>Dec '15</b>	<b>Jan '16</b>	<b>Feb '16</b>	<b>Mar '16</b>	<b>Apr '16</b>	<b>May '16</b>	<b>June '16</b>	<b>July '16</b>	<b>Aug '16</b>
<b>Net Sales (In Millions)</b>	\$ 279.3	\$ 225.0	\$ 202.5	\$ 227.9	\$ 224.3	\$ 231.9	\$ 280.7	\$ 225.6	\$ 221.2	\$ 265.2	\$ 200.3	\$ 279.6
<b># Sales Days</b>	24	20	18	23	20	20	25	20	20	24	19	25
<b>Growth in ADS</b>	-1.2%	-3.4%	-5.9%	-1.6%	-5.5%	-2.3%	-4.9%	-2.3%	-4.2%	-4.6%	-4.8%	-1.8%

\* Compared to same month, prior fiscal year.

\*\* December '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 2018				Fiscal 2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Midwest	24.5%				-3.8%	2.1%	4.0%	13.7%
Northeast	4.0%				-0.4%	3.2%	3.3%	5.8%
Southeast	9.2%				-4.1%	4.1%	5.7%	10.4%
West	5.6%				-0.9%	2.3%	1.5%	3.0%
International & Other	15.8%				-6.9%	-2.8%	-3.2%	7.6%

---

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

	Fiscal 2018				Fiscal 2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	11.4%				-4.2%	2.6%	2.8%	8.4%
Non-Manufacturing	13.1%				0.6%	4.5%	6.5%	10.8%

---

\* Excludes UK operations

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

	Fiscal 2018				Fiscal 2017			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Manufacturing	68%				68%	68%	67%	67%
Non-Manufacturing	32%				32%	32%	33%	33%

---

\* Excludes UK operations

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

	Q1 FY18
	Growth
Large Accounts	\$ 33.0
Remaining Business	49.3
Total Growth	\$ 82.3 *

\* We estimate that this \$82.3 million increase in net sales is comprised of:

- (i) approximately \$53.7 million of higher sales volume;
  - (ii) approximately \$29.7 million from DECO operations, which we acquired in July 2017; and
  - (iii) approximately \$1.2 million from foreign exchange impact;
- partially offset by (iv) approximately \$2.3 million reductions from pricing, resulting from changes in customer and product mix, discounting and other items.

**Gross Margin  
Percentage**

	FY 18	FY 17	FY 16
Q1	43.6%	45.0%	45.1%
Q2		44.7%	45.1%
Q3		44.3%	45.0%
Q4		44.2%	44.8%

**Operating Income  
(in millions)**

	FY 18	FY 17	FY 16
Q1	\$99.3	\$90.6	\$90.4
Q2		86.6	80.5
Q3		101.8	105.8
Q4		100.0	99.2

**Operating Income  
Percentage**

	FY 18	FY 17	FY 16
Q1	12.9%	13.2%	12.8%
Q2		12.3%	11.8%
Q3		13.7%	14.5%
Q4		13.3%	13.3%

**MSC Industrial Direct Co., Inc.**

**Operational Statistics - updated quarterly on earnings release date**

Total eCOMM Sales (in millions) *	Total eCOMM Sales			Total eCOMM Sales Annual Run Rate (in millions) **	Total eCOMM Sales		
	FY 18	FY 17	FY 16		FY 18	FY 17	FY 16
Q1	\$459.6	\$409.1	\$403.2	Q1	\$1,875.5	\$1,669.4	\$1,677.8
Q2		420.6	395.5	Q2		1,689.1	1,619.7
Q3		450.4	426.6	Q3		1,773.5	1,693.3
Q4		455.1	440.4	Q4		1,820.4	1,670.9

\*\* **Run Rate** equals the average daily sales for the quarter multiplied by the number of business days in the fiscal year; 253 days for FY18 and 252 days for FY17 and 258 days for FY16.

\* 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**

	<b>Fiscal 2018</b>			
	Q1	Q2	Q3	Q4
Full Time	6,377			
Part Time	143			
Total	6,520			

	<b>Fiscal 2017</b>			
	Q1	Q2	Q3	Q4
Full Time	6,334	6,324	6,276	6,426
Part Time	117	130	130	137
Total	6,451	6,454	6,406	6,563

**Number of Field  
Sales Associates**

	<b>FY 18</b>	<b>FY 17</b>	<b>FY 16</b>
Q1	2,337	2,352	2,370
Q2		2,352	2,340
Q3		2,309	2,356
Q4		2,370	2,370

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

	<b>FY 18</b>	<b>FY 17</b>	<b>FY 16</b>
Q1	\$12.4	\$11.1	\$11.4
Q2		11.2	10.9
Q3		11.6	11.2
Q4		12.0	11.0