

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 Q2 FY18, Q1 FY18, and Q4 FY17 data below, unless otherwise noted.

Quarterly Sales (in millions)

	FY 18	FY 17	FY 16
Q1	\$ 768.6	\$ 686.3	\$ 706.8
Q2	769.0	703.8	684.1
Q3		743.9	727.5
Q4		753.8	745.1

Sales Growth by Month (Avg Daily Sales Basis) *

FY2018	Sept '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18**	Apr '18	May '18	June '18	July '18	Aug '18
Net Sales (In Millions)	\$ 300.9	\$ 246.7	\$ 221.1	\$ 252.5	\$ 257.9	\$ 258.7	\$ 319.0	\$ -	\$ -	\$ -	\$ -	\$ -
# Sales Days	24	20	18	23	20	20	25	20	19	24	20	20
Growth in ADS	12.7%	11.6%	11.5%	6.6%	10.6%	10.7%	8.7%	0.0%	0.0%	0.0%	0.0%	0.0%

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	\$ 271.3	\$ 236.0	\$ 246.5
# 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%	6.6%	12.1%	10.2%

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%

* Compared to same month, prior fiscal year.

** March '18 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%	21.6%			-3.8%	2.1%	4.0%	13.7%
Northeast	4.0%	4.1%			-0.4%	3.2%	3.3%	5.8%
Southeast	9.2%	4.0%			-4.1%	4.1%	5.7%	10.4%
West	5.6%	4.7%			-0.9%	2.3%	1.5%	3.0%
International & Other	15.8%	16.4%			-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%	8.9%			-4.2%	2.6%	2.8%	8.4%
Non-Manufacturing	13.1%	9.3%			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%	68%	67%	67%
Non-Manufacturing	32%	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)**

	<u>Q2 FY18</u>
	<u>Growth</u>
Large Accounts	\$ 20.2
Remaining Business	45.0
Total Growth	<u>\$ 65.2 *</u>

* We estimate that this \$65.2 million increase in net sales is comprised of:
(i) approximately \$30.9 million of higher sales volume, excluding DECO operations;
(ii) approximately \$29.9 million from DECO operations, which we acquired in July 2017;
(iii) approximately \$1.8 million from foreign exchange impact;
(iv) approximately \$2.6 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items

**Growth Decomposition
(In Millions)**

	<u>YTD FY18</u>
	<u>Growth</u>
Large Accounts	\$ 53.2
Remaining Business	\$ 94.3
Total Growth	<u>\$ 147.5 *</u>

* We estimate that this \$147.5 million increase in net sales is comprised of:
(i) approximately \$84.6 million of higher sales volume, excluding DECO operations;
(ii) approximately \$59.6 million from DECO operations, which we acquired in July 2017;
(iii) approximately \$3.0 million from foreign exchange impact;
(iv) approximately \$0.3 million from improved pricing, inclusive of changes in customer and product mix, discounting and other items

**Gross Margin
Percentage**

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	43.6%	45.0%	45.1%
Q2	43.9%	44.7%	45.1%
Q3		44.3%	45.0%
Q4		44.2%	44.8%

**Operating Income (in
millions)**

	<u>FY 18</u>	<u>FY 17</u>	<u>FY 16</u>
Q1	\$ 99.3	\$ 90.6	\$ 90.4
Q2	98.1	86.6	80.5
Q3		101.8	105.8
Q4		100.0	99.2

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Operating Income Percentage

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

Total eCOMM Sales (in millions) *

	FY 18	FY 17	FY 16
Q1	\$ 459.6	\$ 409.1	\$ 403.2
Q2	463.4	420.6	395.5
Q3		450.4	426.6
Q4		455.1	440.4

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

	FY 18	FY 17	FY 16
Q1	\$ 1,875.5	\$ 1,669.4	\$ 1,677.8
Q2	1,861.0	1,689.1	1,619.7
Q3		1,773.5	1,693.3
Q4		1,820.4	1,670.9

* 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.

** **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.

Total Associate Headcount

	Fiscal 2018			
	Q1	Q2	Q3	Q4
Full Time	6,377	6,338		
Part Time	143	154		
Total	6,520	6,492		

	Fiscal 2017			
	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

	FY 18	FY 17	FY 16
Q1	2,337	2,352	2,370
Q2	2,285	2,352	2,340
Q3		2,309	2,356
Q4		2,370	2,370

Average Daily Sales (in million's)

	FY 18	FY 17	FY 16
Q1	\$ 12.4	\$ 11.1	\$ 11.4
Q2	12.2	11.2	10.9
Q3		11.6	11.2
Q4		12.0	11.0